International Commerce

January 31, 1966

'America Weeks' New sales incentive for foreign retailers

Business Bulletins *from around the world*

DENMARK—Shipyards report that during 1965 orders for vessels increased by 400,000 GRT and now total 900,000 GRT. Total tonnage represents orders for 92 vessels, including 32 contracted for by foreign owners. Orders received in 1965 are primarily for large tankers and bulk carriers. Total 1965 output of shipyards was $174 million; 65% originating from new ship construction, 25% from production of engines, boilers and ship installations, and 10% from repairs.

FRANCE—Official reserves of gold and convertible currencies increased by equivalent of $9.6 million during December to total equivalent of $5,458.9 million December 31. Latter figure consists of $4,706.2 million gold, $752.7 million convertible currencies.

Proceeds from French-owned licenses and patents for inventions rented to foreigners covered only 41% of expenses for hiring licenses and patents from foreigners in 1965, according to French National Institute of Industrial Property. Deficit of $36 million was recorded for January through September 1965. Although total number of patent applications filed in France increased from 21,800 in 1950 to 45,000 in 1964, percentage of applications by French inventors decreased from 63% to 34%.

INDONESIA—Internationally owned P.T. Shell Indonesia (mainly Dutch and British) transferred all its assets in Indonesia to Indonesian Government on Jan. 1, for $110 million. Payments will be made over five years, with 10% of sales price to be paid in cash during first year and remainder to be paid in kind from production of petroleum products. Shell will continue to provide technical assistance under terms to be determined.

IRAN—Plan Organization expenditures on economic development amounted to $311 million for first nine months of current Iranian year. Road construction, agricultural and irrigation projects accounted for 55% of expenditures.

New Ahwaz to Tehran pipeline, laid jointly by Williams Brothers and Entrepose completed exactly on schedule and for the present will be used to carry oil products. With completion of new Tehran refinery, scheduled for late 1967, pipeline will be converted to carrying crude oil and its full 80,000 barrels a day capacity will be utilized.

ITALY—Three large Italian companies, Fiat, Olivetti and Government-owned Finmeccanica set up new research organization, Institute For Mechanical Technology Research, in which each company holds equal interest. New organization's function is to increase scientific and technical research in machine tools and to work with other organizations engaged in similar research.

NETHERLANDS—A $3.3 million chemical plant to meet European demand for organometallic compounds will be constructed in Flushing by Billiton-M&T Chemische Industrie NV. The joint venture chemical concern is owned by M&T Chemicals, Inc., Rahway, N.J., and NV Billiton Maatschappij, a Dutch industrial chemical firm. New facility, expected to open late in 1967, will have eventual production value of $5.5 million by 1969. Chief products will be organotin compounds applied in plastics and urethane foam industries, plant preservatives and insecticides and fungicidal biocides used in paints, textiles and other applications. Four-fifths of plant's production expected to be exported either directly or indirectly.

Total of 28,103 ocean-going vessels called at Rotterdam last year, 2% increase over 1964.

Annual consumption of natural gas expected to reach estimated 16 billion cubic meters by 1975, up from about 2 billion cubic meters last year.

Europe's longest bridge—over three miles in length—completed in December over the Oosterscheldt estuary in Zeeland province. Nation's first toll span to levy charge of 69 cents a car.

NORWAY—Norwegian Storting approves four year plan to expand telephone service. Plan designed to eliminate by 1971 country's chronic shortage of telephones. Expansion program, expected to cost $208 million, to be financed partly by state-generated funds, partly by private sources. Funds from private sources are to be obtained through new subscriber loans, long-term credits from equipment suppliers.

PERU—Cerro Corp., New York, to start construction of two major new industrial projects at La Oroya. The two facilities—a modern high-capacity copper rod and wire mill and a large sulphuric acid plant—to be operated by new industrial subsidiary, Compania Industrial del Centro, S.A., now being formed. Copper rod and wire installation, giving country its first modern copper rod mill, will be completed late this year. Acid plant will produce some 200 short tons of high-strength sulphuric acid a day upon completion in 1967.

SOUTH AFRICA—New subsidiary company of Rheem International Inc., New York to be established here to manufacture market steel shipping containers. One of associated companies of Anglo American Corp. of South Africa, Ltd., and Engelhard Hanovia of Southern Africa (Pty.), Ltd., to participate in venture which will produce containers from five to 55 gallons in capacity.

SPAIN—Hilton International Co. and Catalonia Hoteles, S.A. reportedly have signed contract for construction of 300-room hotel in Barcelona; this will be third Hilton hotel in Spain. Cost of project estimated at $5 million.

UNITED ARAB REPUBLIC—Number of vessels transiting Suez Canal during 1965 totaled 20,289 compared to 19,943 in 1964. Canal revenues rose from $183 million in 1964 to $197 million in 1965, due to increase in transits plus higher toll charges.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents, and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

In a ceremony in Washington, the letters "U.S.A." were branded on a crate containing part of an exhibit of western Americana that the Commerce Department is shipping to a Paris department store to stimulate the sale of American consumer products. Secretary of Commerce John T. Connor, left, and French Ambassador Charles Lucet are shown jointly handling the branding iron. Montana Senator Mike Mansfield completed the job. Secretary Connor noted that the upward trend of the letters augurs well for exports.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

January 31, 1966 Volume 72, Number 5

FEATURES

2 Exhibit of 'Treasures of the West' held in Commerce Department lobby, goes next to Paris department store in effort to stimulate U.S. exports

6 Commerce Department introduces 1,021 U.S. firms to foreign markets through trade shows in 1965, more than twice the number of the previous year

8 Sales-creating power of the printed word shown by variety of international journals; art of shop talk being raised to new heights

13 Petrochemical industry at pivot: Commerce official calls 1966 'year of decision' for industry's efforts to win free access overseas to cheap oil

15 Tool company takes giant step, participates in samples fair in Barcelona; result convinces manager that trade shows work wonders

20 World market report shows imports from United States expand but U.S. shares of major markets tend to weaken; many U.S. traders lose ground

23 Almost $3 million worth of sales concluded as direct result of last fall's industry-organized trade missions approved by Commerce Department

TRADE FAIRS AND CENTERS

16 Technical show in Turin, Italy, to be combined with mountain equipment exhibition; American firms invited to display security devices at London Center

17 Bitter cold all across England doesn't stop catering business representatives from traveling to London Trade Center to see latest U.S. developments

WORLDWIDE BUSINESS OUTLOOK

18 Vice president of EEC Commission says Community's gross product should rise by 4.5% in 1966 if threat of inflation is handled vigorously

INVESTMENT OPPORTUNITIES

25 Turkish mining firm proposes large-scale joint venture with experienced American company to develop tungsten-antimony deposits located near Nigde

FOREIGN GOVERNMENT ACTIONS

27 Greek Ministry of Coordination approves several major investments; Indian Government relaxes price, distribution controls for fertilizer plants

U.S. GOVERNMENT ACTIONS

28 Commerce Department broadens restrictions on copper exports; latest measures taken to relieve scarcity of the metal; some types virtually embargoed

WORLD TRADE OPPORTUNITIES

29 Several projects opened
30 Additional bids sought
30 Leads for exporters
36 International representation
38 Leads for importers
38 Visiting buyers and officials
39 Future construction
39 Significant awards

New Books and Reports, page 40

TREASURES
OF THE WEST
This exhibit will attract shoppers in Paris to "AMERICA WEEK" at the Galeries Lafayette department store in March. AMERICA WEEKS are overseas retail sales promotions of U.S. consumer products.
The Bureau of International Commerce is presenting this exhibit as an example of the sales promotion support it will give to AMERICA WEEKS under the new export expansion program.

CALAMITY JANE's influence on fashion is headed for Paris, as these cowgirl outfits modeled at Washington's preview go there as part of America Week exhibit.

AMERICA WEEK PREVIEW

Wild West goes to Paris

Commerce Department to support overseas store sales as export promotion

by SUSANNE ROSCHWALB
Staff Writer

In a replica of a frontier trading post, surrounded by a glittering exhibit of "Treasures of the West", Secretary of Commerce John T. Connor opened a preview of an exhibit bound for France's largest department store, where it is expected to stimulate the sale of half a million dollars worth of U.S. consumer products.

Special guests for the preview, France's Ambassador to the U.S. Charles Lucet, Senate Majority Leader Mike Mansfield and his fellow Montana Senator Lee Metcalf, and Montana Representative James F. Battin participated in the program.

The Washington ceremony, in the lobby of the Department of Commerce building, marked the formal beginning of the Department's new international trade promotion called "America Weeks".

"What is new," said the Secretary, "is this demonstration that for the first time the Department of Commerce can and will provide meaningful incentives to sales for special retailing promotions, when U.S. consumer merchandise is being offered for sale overseas."

The America Week sales and displays are special retailing events that will be held in leading department stores overseas, featuring a wide variety of U.S. goods for home and family. They are aimed directly at consumers and only at consumers.

"The idea of 'America Week'," explains Bureau of International Commerce director Lawrence A. Fox, "evolved from independent European merchandising promotions that benefited from the combination of interest in U.S. products backed by sharply rising incomes."

Events such as "Shop America" in England, "Vivamerica" in Switzerland and "Live like an America" in Belgium, sparked sales of U.S., consumer goods in increasing amounts.

Independent "America Week" campaigns were held in Switzerland, Germany, England, Belgium and Sweden in the first half of 1965. The Commerce Department cooperated in the promotions but did not give the specific assistance provided in the new program announced by Secretary Connor.

Au Bon Marche Department Stores in Belgium staged their promotion in January 1965. A store official reported that the stores "underbought" and were sold out of the best items in two days. The store manager said that the most important result was that "it convinced management that luxury priced American products can be sold on the Belgian market, and this fact offers a greater potential for U.S. exports than any particular collection of American products we have carried or any particular sales results we have had in the past."

American companies that sold in Belgium learned much, too. A manufacturer of detergent for electric dishwashers intro-

duced two products and got an idea of the turnover to be expected.

A household and auto cleaning and waxing manufacturer reported "sales four times as large as expenses," and gains in prestige and publicity.

Rheinbrucke's stores in Switzerland called their promotion Vivamerica. U.S. manufacturers that took part reported significant dollar sales. Products that were in particular demand included furniture, garden and outdoor living items, gadgets, and bath shop articles.

Rheinbrucke managers said that the promotion was most effective in the medium-sized and smaller towns where such promotions had been virtually unknown.

Breuninger's, Germany's largest single department store specializing in textile goods, organized a Fashion Parade from the U.S. last March.

When the Lewis Stores, the United Kingdom's large department store chain, initiated a Shop America promotion last year they were surprised to learn that glassware was the most popular item among British provincial buyers. "Punch sets were received as something new," the manager reported, 'which is curious because they originated in England but are no longer produced there." Fiberglass curtain materials and printed towels were other successful items as were folding TV tables.

From the records of American product promotions that were held in Europe recently, it was possible to draw some conclusions about the sales potential of particular product lines, and overall promotions.

Textiles and linens, housewares, foodstuffs, furniture, and clothing found particularly receptive markets. Following such promotions the percent increase of U.S. sales over the preceding year was 165% in Sweden, 90% in Germany, 30 to 40% in Switzerland.

The time had come to expand U.S. trade promotion efforts. U.S. Trade Centers, Commercial Exhibitions, Trade Missions, had, in four years, produced many gratifying results. These had been aimed solely at industrial and commercial users. America Weeks would be the only effort to include direct sales of consumer goods.

Last year the 89th Congress for the first time appropriated money to provide support for America Week promotions.

Proposals for America Weeks must come from foreign retailers prepared to buy at least $100,000 worth of U.S. goods for the promotion. The interested retailer must have financial and administrative resources to make his plan practicable

IN PARIS, THE AMERICAN FRONTIER moves under the sign of Lafayette, as the department store (exterior above, interior below) hosts Treasures of the West exhibit and U.S. consumer goods.

OUT OF THE PAST come the relics of law and outlaws—Don Foote, owner and designer of the exhibit, explains the saga of the western badman to a visitor (above). The Fort Custer Stage (below) was the first purchase Mr. Foote made towards his collection. The coach and 947 exhibit pieces sail to Paris. Commerce Department officials first saw the collection when it was on exhibit at the Montana Pavilion of the World's Fair in New York in 1964, and kept it in mind as a natural for promotion of U.S. products.

and the sale of U.S. goods reasonably successful.

A month for evaluation and six months for planning and shipping are required by BIC. The retailer is asked to submit a detailed outline of suggested product categories, buying volume and a proposed budget for advertising and promotion.

Besides arranging for the principal customer attraction to accompany a promotion, BIC will review the retailer's overall buying plan to insure that the broadest possible range of U.S. consumer items will be on the sales counters during America Week. Design, technical and promotional advice also is available.

The first exhibit under the program, "Treasures of the West," will be shipped to Galeries Lafayette in Paris to attract buyers to the department store's half million dollar sale of U.S. products, March 15–April 2.

Started as hobby

The exhibit is part of an extensive collection, restored and displayed by Don and Stella Foote of Billings, Montana. More than 900 items comprise this exhibit and bring the "old west" to life.

Mr. and Mrs. Foote began their collecting twenty years ago as a hobby. They parlayed one stagecoach and four antique cars into one of the country's most significant collections and into what has become for them a full-time job.

In 1931 Don bought the Ft. Custer-Rock Springs stage. It came into vogue for use in parades. Eventually he decided to replace the coach with antique cars. Ask anyone who knows antique cars are like peanuts—you can't stop with just one.

Trying to locate horseless carriages in out of the way places led the couple to discoveries of books, clothing, guns, paintings, photographs, clocks, lamps, wagons, a circus calliope.

By 1949 the Footes decided to go into collecting in a big way. They purchased entire collections that came up for sale instead of single items. The most significant of these was the "Buffalo Bill" collection, more than 1,000 items once the property of Col. William F. Cody which the Footes purchased from the famed showman's niece.

In 1964 the Footes were invited to bring their collection across country on the Montana Centennial Train and exhibit at the Montana Pavilion of the New York World's Fair. Commerce officials saw the exhibit at the Fair and kept it in mind as a natural for the promotion of American products overseas.

While there is no relationship between the exhibit and the type of merchandise being offered for sale, the popularity of

the American West among the French should draw many potential customers to the store during the promotion.

Goods that will be offered for sale during the promotion include inflatable toys, novelty clocks, costume jewelry, ladies handbags, hardware, kitchen furniture, sewing notions, bed spreads and blankets, bath shop accessories, baby shoes and children's slippers, Western and California sportswear, and calico accessories.

The collection includes General Custer's gold watch, Sitting Bull's saddle bags, Calamity Jane's diary, a man-sized ornate Deadwood saloon music box—and—an oil painting that historians call the most authentic portrayal of Custer's stand at Little Big Horn.

The Ambassador from France, Charles Lucet, commenting on the exhibit, said "it is fitting that exports should have a cultural background" and "it is good that we not dissociate commercial from cultural life."

The Ambassador said that the Western objects contained in the exhibit are familiar to the French who "from their youngest age have heard and been fascinated by stories of the great American Plains. The Western theme assures that this exhibit will be a success."

Notes export rise

Pointing out that American exports to France have been rising steadily over the past four years, Ambassador Lucet said the people of Paris welcome a trade increase in the spirit of honest competition.

He concluded by saying how proper it was that the first America Week promotion should "begin in Paris, under the aegis of Lafayette, under a common bond of friendship."

Mrs. Ellen K. Stone, United State representative of Galeries Lafayette Department Store said that to make the exhibit more American than ever, merchandise was sought from as far away as Texas and California. She found coincidentally, that the "Western Look" and the "Granny" look, both of which will be represented in the apparel for sale during the promotion, are prominent styles in American fashion this year.

Another area that will be developed for the first time in Paris is that of coordinate accessories for the bath.

Mrs. Stone agreed that Galeries Lafayette will never be the same after "America Week". "It cannot help but be better after absorbing some of the American West," she said.

Other America Weeks this season are being negotiated in France, Rome, Milan and Amsterdam.

Two promotions are presently sched-

A BONANZA THAT NEEDS PROSPECTING—past promotions featuring American products in major German (above) and Belgian (right and below) department stores showed demand is there.

uled for France this spring, at Au Bon Marche and with the Societe des Magasins Prisunic. The promotion at Au Bon Marche will feature merchandise for the home and is scheduled for the end of March.

The promotion with the Prisunic stores, a major chain of variety stores, is of particular interest because this will be the first American Week promotion featuring budget items. The America Week promotion will be staged in cooperation with the Department of Agriculture.

Any organization able to supply suitable exhibits supporting America Week promotions may write to: America Week, Department of Commerce, Washington, D.C. 20230.

DEPARTMENT'S '65 REVIEW

Commerce's trade shows put 1,021 in new markets

Total of U.S. firms introduced overseas doubled over 1964, Trowbridge reports

The Department of Commerce introduced 1,021 U.S. firms into foreign markets through its trade shows in 1965, more than twice as many as in the previous year. At these shows the number of overseas agents signed by U.S. firms more than doubled in 1965 over the 1964 total.

TROWBRIDGE

This has been reported by Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, in a review of the Department's 1965 export promotion programs.

U.S. companies established 563 new agencies and distributorships overseas last year, compared with 254 in 1964, through Commerce's trade promotion programs. In all, the shows attracted 2,488 U.S. exhibitors, an increase of 684 over the preceding year. Of these, 1,021 were new to the markets, compared with 479 in 1964.

Long range value

The increases reflect the Department's intensive effort to identify and exploit new markets for U.S. products, emphasizing the long-range value of foreign agency and distribution agreements to assure continuing returns for the American exporter.

Commerce will continue to concentrate on this worldwide market development program in 1966, Trowbridge said, operating about 50 shows in U.S. Trade Centers, 20 exhibitions at international trade fairs, two dozen trade missions and the year-old Sample Display Service. All are conducted by the Department's Bureau of International Commerce.

Last year BIC held 46 shows in its six Trade Centers, staged official U.S. exhibitions at 18 international trade fairs and provided the new Sample Display Service in four developing countries.

Exhibits covered the full range of U.S. products, including such items as computers, sunglasses, portable floors, automatic concrete mixers, language laboratories, hi-fi, a steel-mill batching system, mining machinery, doll buggies, dehumidifiers and davenports.

Exhibitors estimated they would do $124 million worth of business within a year as a result of the 64 Trade Center and trade fair exhibitions.

At the start of 1965, BIC operated Trade Centers in London, Frankfurt, Milan, Tokyo and Bangkok. A sixth Trade Center opened in Stockholm in March. At periods between 46 scheduled shows, U.S. manufacturers staged 150 single-company promotions, underscoring the fact that Trade Centers are a year-around operation.

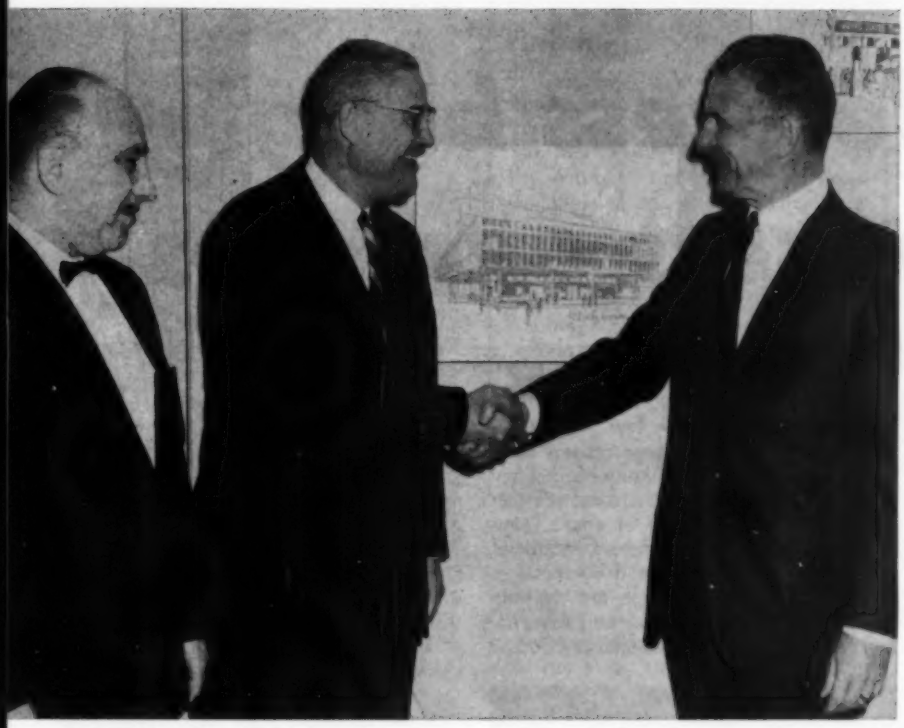
Trade Center shows drew 1,425 exhibitors, 484 of them new to the markets. In the 46 shows, they signed 197 new agency agreements and did $2.8 million in on-the-spot sales.

Notably successful between-show promotions were held at year's end in the Tokyo and Frankfurt centers. In Tokyo, a six-day promotion brought one U.S. manufacturer a quarter of a million dollars in sales. In Frankfurt, a three-day solo exhibition brought $25,000 in sales and 13 new agency agreements.

BIC's 18 trade fair exhibitions covered markets in Europe, the Far East, Southeast Asia and, for the first time, Central and South America. They attracted 815 U.S. firms, 307 of them new to the markets. In the 18 shows, the exhibitors signed 299 new agency agreements and did $5.2 million in on-the-spot sales.

A U.S. exhibition in El Salvador produced 38 new agency agreements. The

FRANKFURT'S U.S. TRADE CENTER, one of six around the world, held week-long exhibitions through year.



NEW TEAM IN STOCKHOLM: Edward J. Bash, new U.S. Commercial Attache for Sweden (right) gets best wishes on his departure from Washington from Paul E. Pauly, director of Commerce Department's Office of International Trade Promotion. At left is Stephen Duncan-Peters, also leaving for Stockholm, to assume direction of the U.S. Trade Center there. The Stockholm Center, opened in March 1965, is one of six operated by BIC. About 50 trade center shows and 20 commercial fairs will be held this year.

first U.S. commercial exhibition in Lima, Peru, generated 16. A show of welding and cutting equipment in Essen, Germany, resulted in 74 agency agreements and more than $1 million in immediate sales.

As the year ended, BIC marked the first anniversary of the Sample Display Service designed to attract U.S. manufacturers to new markets. Operating in Manila, Beirut, Nairobi and Bangkok, Sample Displays last year had 248 exhibitors, 230 of them new to the markets. Incomplete tallies showed they signed 67 agents.

The number of industry-organized, Government-approved trade missions almost doubled in 1965. There were 16 of these, plus nine BIC-organized Trade Missions—including the Government's first to Rumania and Poland. They traveled to 45 countries, carrying business proposals from American manufacturers.

Under BIC's Mobile Trade Fairs program, U.S. steamship lines organized and sent out four traveling exhibitions of U.S. products last year. They will be displayed in about 30 foreign cities over a 20-month period. Congress has extended the Mobile Trade Fair program to June 30, 1968.

During 1965, BIC designed its new "America Weeks" program to support the sale of U.S. consumer goods in foreign department stores.

This year's Trade Center and trade fair exhibitions will cover such product categories as commercial and industrial refrigeration equipment; computers and accessories; agricultural machinery; industrial telemetry; medical and scientific equipment; and specialized industrial machinery.

Trowbridge has summarized the Department's goal in this work: "We will continue to increase U.S. exports by pinpointing the best markets for American manufacturers and then by attracting buyers, agents and distributors to our exhibitions."

Publisher in Rochester, N.Y. receives President's 'E' award

International Yellow Pages, Inc., of Rochester, N.Y., has received the President's "E" award for excellence in export promotion.

Assistant Secretary of Commerce Alexander B. Trowbridge presented the "E" citation and banner Jan. 14 to Robert A. Nellson, president of the company, in Trowbridge's office.

Trowbridge congratulated Nellson for creating and publishing the directory which provides addresses and telephone numbers of more than 500,000 businesses in 136 countries, listed under more than 3,000 product and service classifications in four languages.

"The directory," the citation said, "offers all international businessmen the opportunity to place their products before all the world's buyers, in one place at one time—and is an invaluable support to the United States' export expansion program."

California rice en route to Japan

A shipment of rice from California, valued at more than $202 million, is on its way from Sacramento to Japan, according to Joseph Alioto, chairman of the California Rice Export Corp.

Alioto made the sale through DelValle Kahman & Co., exporters, who dealt for the Japanese Food Agency. The exporters said that the sale was the largest of 1965 to Japan and was made at the end of December.

A sale of 80,000 metric tons of white polished rice to Okinawa was made by the Rice Growers Co-operative, Farmer Rice Co., Pacific Inland Rice Mills and C. E. Grosjean Rice Milling Co.

Alioto said negotiations are underway for the sale of an additional 45,000 tons of brown rice to Japan for delivery early this year.

San Diego tonnage up, port's Trade Tour helped

New tonnage highs in bulk loader operations are reported for calendar 1965 by the San Diego Unified Port District's Tenth Avenue Marine Terminal. A total of 332,130 tons of bulk cargo moved into the holds of 70 ships via the high-speed loader during the year, compared with 267,384 in 1964, the facility's first full year of operations. Marketing Department executives found many new market potentials—some involving bulk cargo exports—on a recent trade tour of Pacific Basin countries.

IN EVERY TECHNICAL FIELD

U.S. trade press bringing its advertisers overseas

Printed word's market-creating power shown by variety of international journals

By STANLEY LICHTENSTEIN
Staff Writer

Shop talk, that universal art, is being raised to new heights by U.S. trade and technical magazines with overseas readership. As presses roll in New York and Cos Cob, Chicago and Houston, Washington and Kansas City, Philadelphia and San Francisco, customers are waiting in London and Frankfurt, Calcutta and Brisbane, Ankara and Belgrade, Oslo and Lagos.

Taken in the mass, these readers have interests as varied as humanity itself. They are tillers of the soil, fishermen, masters of the road, conquerors of space, captains of industry, storekeepers, heads of state agencies, scientists and engineers—and an increasing number are keeping posted through the editorial and advertising pages of American magazines directed to them in English, French, German, Italian, Japanese, Spanish, Portuguese, Arabic and other languages.

The number of such publications today can almost be called "legion," so rapidly have they proliferated during the past few years. In the spirit of the times, American Business Press, Inc.—"the Association of Specialized Business Publications"—three years ago set up an international affiliate membership open to U.S. organs circulating abroad and to independently owned publications outside the States.

From his New York office, Hazen H. Morse, executive director of the Business Press Advertising Bureau, sees the trend as still emphatically upward. "A couple of years ago," he observes, "if you leafed through a directory of business publications you would find no section specifically devoted to international journals. Today, you will find in that same directory a separate international section of more than 50 pages."

One type of magazine, digest-sized, will be seen protruding from back pockets of greasy coveralls worn by body and repair shop men; another—larger, slicker—will be handed back and forth among well-tailored executives in shiny offices. In each case, the literary product is made for the customer.

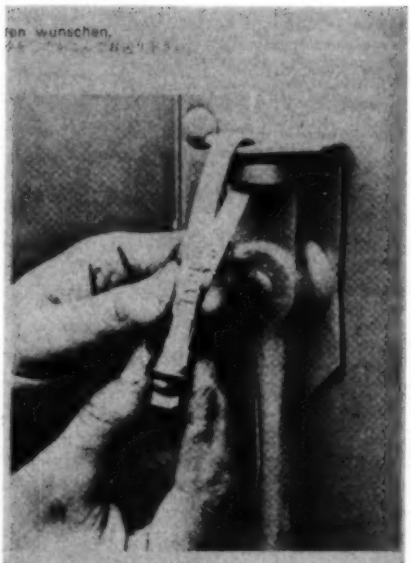
Hitched to the literary product is a long train of other products, equipment and services which the magazines help to

EDITORIAL HUDDLE on feature and layout for March is held by Henry Mozdzer (l.), executive editor of *World Construction*, Deborah Lopez, editorial assistant, and Luis Antuña, editor of *Ingeniera Internacional Construccion*. Feature will deal with problems posed by tower cranes.

Long arm of medicine

"Arrangements with the Nordic Medical Association . . . provide that every one of the 31,000 physician members in Denmark, Finland, Norway and Sweden will receive all issues of the *World Medical Journal* as an integral part of its membership services."

—From publisher's statement



★ 126

The Tyden Seal... it can't be opened

Tyden Seals cannot be removed without being destroyed, providing proof of tampering. They pinpoint cargo shortages. If the seal shows no tampering, there's been no theft. If there's been tampering, action can be taken because Tyden leaves no doubt that theft occurred. You know what happened! Tyden Seals are serially numbered and embossed with user's name. For free samples, write to: TYDEN INTERNATIONAL, *P.O. Box 271, South Haven, Michigan, U.S.A. (Representatives: Choice areas available. Inquiries invited).*

La fermeture scellée Tyden ne peut être enlevée

Les fermetures scellées Tyden ne peuvent être enlevées sans être détruites, apportant ainsi la preuve qu'il y a eu effraction et vol de marchandises. Si la fermeture scellée est intacte, le chargement l'est aussi. Dans le cas contraire, des poursuites peuvent être engagées car Tyden prouve clairement qu'il y a eu vol. Vous vous rendez immédiatement compte de ce qui s'est passé. Chaque fermeture scellée Tyden est marquée d'un numéro de série et du nom estampé de l'utilisateur. Echantillons gratuits: TYDEN INTERNATIONAL, *P.O. Box 271, South Haven, Michigan, Etats-Unis. (Représentants: Postes disponibles pour de nombreuses régions. Ecrivez-nous).*

Tydenシール——絶対開かない

Tyden シールはこわす以外には開かず，不正を未然に防ぎます。これは貨物の不足分を正確に指摘します。このシールが不正のないことを示せば，盗難がなかったことを示します。もし不正があれば直ちに行動に移れます——なぜならTyden が疑問の余地なく盗難を示します。あなたは何が起ったかを知ります。Tyden シールはシリーズナンバーと使用者の名前が打出してあります。無料文献およびサンプル。（代理店有，照会歓迎。）

TYDEN INTERNATIONAL, P.O. Box 271, South Haven, Michigan, USA.

On target

"Because some manufacturers and suppliers of mining equipment and services do not need the entire world-wide circulation offered by *World Mining*, it is now possible for them to advertise selectively to regions or portions of the total *World Mining* circulation (through use of) one or more of these editions: Region I—Latin America (South America, Central America, Mexico); Region II—Africa and Middle East; Region III—Australasia; Region IV—Europe; Region V—Canada, and Region VI—U.S.A."

—From publisher's fact sheet

carry into world trade, not only through articles and advertisements but also through special editions, exhibits, referrals, directories, yearbooks, market surveys, translations and other extras designed to bring buyer and seller together.

For the most part, overseas circulation of U.S. trade and technical journals is controlled—recipients must be "qualified" to receive them. Two newcomers this month furnish examples of how these magazines from their inception carefully target their readership for maximum benefit to the industries they serve. Conover-Mast's *Purchasing International*, going on a regular monthly basis with the January issue, is being sent free—in English, German, French and Spanish—to qualified purchasing people in prominent industrial companies in some 80 countries outside North America; the magazine features a column in which advertisers list overseas subsidiaries, affiliates and sales representatives to "put themselves in a more effective position for competing with local suppliers." The new vear has also seen the launching of *Alam Attijarat* ("The Sphere of Industry and Trade"), a bi-monthly "edited in an Arab country by Arab editors for Arab readers" and published by Johnston International Publishing Corp. of New York, an 88-year-old firm awarded the President's "E"-for-export-excellence.

Resplendent in a four-color cover, *Alam Attijarat's* first (February-March) issue is being edited, printed and mailed in Beirut, Lebanon, to 7,500 Arab business and government executives in 18 countries of the Middle East and North Africa, carrying 64 pages of advertising by 74 firms. The magazine is entirely in Arabic except for a second contents page in English and an index of advertisers.

AD BY TYDEN INT'L (l.), aimed at readers from Europe to Asia, typifies sales messages carried by organs like *Equipment & Technology International*.

A sizable volume of mail received by "Konsul W. F. Robinow, Direktor des U.S. Trade Center" in Frankfurt, Germany, testifies to the wallop packed by another recently launched U.S. global trade-journal venture. "Reader Service Cards" addressed to Robinow and bound into the pioneer European edition (Dec. 1965) of *Electronic Packaging and Production* enabled readers to circle code numbers of advertised products and receive more information on the ones in which they were interested. The special issue and the inquiries were tied to the Trade Center's Jan. 12-19 Production Tools and Materials for Electronic Manufacturing show.

For at least half a year in advance of the show, the newly international magazine—founded in 1961 by Milton S. Kiver Publications, Inc., Chicago—had done promotional spadework including: running a July 1965 full-page notice headed, "Mr. Manufacturer: You are invited to participate in the European Common Market for only $240"; providing a booth on the Frankfurt show at a June 1965 Kiver-sponsored industry conference in Long Beach, Calif.; making available for Frankfurt-show exhibitors and visitors the literature of leading U.S. manufacturers, and publishing the first European edition of the magazine in English, French and German. Thousands of copies were distributed to convince buyers that the show would feature the greatest display of production cost-cutting

A global journal is born

"Founded in 1917 in the days when Detroit was the only major supplier of highway transport vehicles to the world, *Automobile International* carried until 1961 the name, *The American Automobile* (and *El Automovil Americano* in Spanish). Five years ago, however, in recognition of the multi-nationalization of the U.S. automotive industry—and of the burgeoning interest of European and Japanese manufacturers in exports to Africa, Asia and Latin America—it revamped its name and its format, and became a truly international publication."

—**J. Van Denburg, McGraw-Hill**
Associate Publisher and Chief Editor, *Automobile International* and *Fleet International*

Engineering and Construction World

DECEMBER 1965 — A Buttenheim Publication

For engineers, contractors, government officials, and suppliers
Pour les ingénieurs, les entrepreneurs, les fonctionnaires et les fournisseurs
Für Ingenieure, Bauunternehmer, Regierungsbeamten und Lieferanten
Per ingegneri, imprenditori, esponenti governativi e fornitori
Para ingenieros, contratistas, funcionarios de gobierno y proveedores

Controlled circulation. ENGINEERING AND CONSTRUCTION WORLD is a publication of the Buttenheim Publishing Corp., 757 Third Ave, New York, N.Y. 10017, U.S.A. Postage paid. $80 a year, $2 a copy. Published and printed in The Netherlands monthly at 27 Wagenstraat, The Hague. Vol. 1, No. 12.

Contents

ARTICLES

6 Mine and smelting complex in South Africa calls for variety of structures

15 Road heating serves Britain's M4 viaduct

Sommaire

ARTICLES

6 Complexe minier et fonderie en Afrique du Sud

15 Le chauffage de route est utile au viaduc britannique

Inhaltsverzeichnis

ARTIKEL

6 Bergwerks und Schmelzkomplex in Südafrika

15 Straßenbeheizung dient Englands M4 Viadukt

Indice

ARTICOLI

6 Un complesso minerario e industriale in Sud Africa

15 Riscaldamento stradale per il viadotto M4 in Inghilterra

Sommario

ARTICULOS

6 Un complejo de minería y fundición en Africa del Sur

15 Calentamiento de caminos para el viaducto M4 de la

CONTENTS PAGE of Buttenheim publication (above) offers readers in industry, technical and government circles a choice of English, French, German, Italian or Spanish, and the same choice is offered on inside pages for feature material and advertisements which the monthly brings to more than 130 countries.

equipment ever seen in Europe.

Exhibition-minded, too, is the *Paper Trade Journal*, 94-year-old Lockwood Trade Journal Co. publication issued as a weekly in the United States, with an export supplement ("split-run" edition) published on the second and fourth Mondays of each month. This goes primarily to supervisory and management personnel in paper and pulp mills of more than 60 countries outside the United States and Canada. Each January an International Review Issue is published carrying analyses by the magazine's mill-trained engineer-editors of production trends and patterns, technological developments, new and proposed mills, and the import-export picture. Lockwood's, which also publishes a directory of the paper and allied trades, is active as an exhibitor at such trade shows as DRUPA, Dusseldorf's international paper and printing exhibition, and the recent pulp and paper equipment show at the Frankfurt Trade Center.

Trend-starter

Quick Frozen Foods International, New York City, is the "E" award-winning quarterly overseas edition of a monthly founded in 1938 by publisher E. W. Williams, credited with stimulating buyer interest on every continent and developing overseas markets not only for frozen foods but also for such products as food machinery, packaging and refrigeration equipment, and harvesting and vining machinery. With special sections in German and French, the international edition goes to 70 countries and Williams, its much-travelled publisher, is proud to assert that it "not only predicts trends, it starts them."

A fondness for what the magazine calls "Impact Issues" had a lot to do with the "E" citation awarded to *Steel—the Metalworking Weekly*. As a vintage 1882 Penton Publication holding forth from Cleveland, *Steel* demonstrated how really extensive its "impact" was by publishing a special report on how "U.S. Industries Fight for Survival in the New World Market," generating orders from industry totalling nearly 75,000 copies. The magazine circulates in more than 50 countries outside North America, going without charge only to managers of production, engineering, purchasing, administration or marketing; others may subscribe for $25 a year in the United States and $30 abroad. International metalworking briefs appear regularly in the weekly column, "Metalworking World," along with in-depth articles on subjects like "Japan: Growing Customer, Competitor"—a 12-page special report in a recent issue.

Tabloid

A tabloid newspaper format is used by the "E"-winning weekly, *Air Conditioning, Heating & Refrigeration News*, Detroit, to place high-interest news stories cheek-by-jowl with product advertising and thus secure quick reading of both news and ads "every Monday morning." The *News* is credited with having led dozens of manufacturers into large-scale export operations through its on-the-spot reports from Europe, Latin America, Australia, the Far East, the Middle East and Africa. "Trade Opportunities Abroad," appearing in nearly every issue, incorporates leads furnished by the U.S. Department of Commerce. *News* services to exporters include helping them to land big orders and find and evaluate foreign distributors. "How to" articles go into the details of licensing, transshipments, local import regulations, special design needs and related subjects. The weekly circulates in more than 80 countries overseas.

Nuts and bolts

"In 99 wood-using and wood-growing countries, our readers are primarily production people. We are interested in the 'nuts and bolts' of an operation and our most popular article is that which describes in detail a new mill or logging operation. Of course, we also like to use the 'job-saver' type of material which might show a man how to do his job faster, cheaper, or more safely."

—Harold H. Keil
Editor, *World Wood*

Systematic

One of the most systematic assaults on the language barrier has been mounted by Paul R. Green's Intercontinental Publications, Inc., of Stamford, Conn., whose "stable" of multilingual steeds communicates with the world bi-monthly in French, German, Italian, Japanese, Spanish, Portuguese, Arabic and English. Included are *Transporte Moderno*, with a Spanish edition circulating in Latin America and Spain and a Portuguese edition circulating in Brazil; *Modern Government*, circulating in Africa, Asia and the Middle East while its counterpart, *Servicios Publicos*, circulates in Latin America; *Equipment and Technology International*, circulating on four continents in French, German, Japanese, Italian and English, and *Middle East Trade*, circulating in Arabic throughout the Middle East.

Enlarging the broad spectrum of technical fields covered by globally-oriented U.S. trade journals are not only the large single-industry publications and the multi-magazine publishers (McGraw-Hill/F. W. Dodge Services alone account for some 50 diversified domestic and international periodicals), but also a number of professional associations. Among these are the Air Force Association and the American Chemical Society in Washington, D.C., and the American Society of Civil Engineers and the World Medical Association in New York City. Through

FIVE-LANGUAGE COVER adorns *Equipment and Technology International*, one of a number of technical magazines published by Intercontinental Publications, a Stamford, Conn., firm headed by Paul R. Green.

their efforts are published magazines like *Air Force/Space Digest International* (one-year-old offshoot of a 48-year-old domestic monthly), *Industrial and Engineering Chemistry International, Civil Engineering International* and the *World Medical Journal*. These and others like them help to carry their advertisers into international markets, just as do publishing houses like Chilton, Clissold, Conover-Mast, Reuben H. Donnelley, Miller Freeman, Intercontinental, Johnston International, Keller, McGraw-Hill, Office Publications, Howard W. Sams & Co., United Technical, and Vision, Inc.

Close your eyes and pick a letter—A for appliances, architecture, aviation and aerospace, F for farm supplies, fishing, floor coverings, furs, N for notions and fancy goods, nuclear science and engineering, W for warehousing, water supply, welding—and under the chosen heading you will find U.S. publications with overseas readership.

Directory listings

Comprehensive listings and descriptions, by classification, are available in directories such as *Business Publication Rates and Data*, published monthly by Standard Rate & Data Service, Inc., Skokie, Ill.

For American firms of all sizes and in every line of endeavor, the international journals are valuable export aids. Even a glance at their numbers and scope leads to a simple realization:

The sun never sets on soil cultivated by U.S. trade and technical magazines, and the potential customers they reach run into the millions.

Several dozen

In preparing this article, INTERNATIONAL COMMERCE has received information from several dozen trade and technical journals, including:

Agricultura de las Americas/World Farming, Kansas City, Mo.; *Air Conditioning, Heating & Refrigeration News*, Detroit; *Air Force/Space Digest International*, Washington, D.C.; *Alam Attijarat*, Beirut, Lebanon; *American Exporter/El Exportador Americano*, New York City; *Automobile International/Automovil Internacional*, New York City; *Automotive World/Automotive World en Espanol*, New York City; *Aviation Week & Space Technology*, New York City; *The Fish Boat/El Barco Pesquero*, New Orleans; *Beverages/Bebidas*, Chicago; *Civil Engineering International*, New York City; *Desarrollo Economico*, New York City; *Electronic Packaging & Production*, Chicago; *Electronic Products Magazine*, Garden City, N.Y.; *El Embotellador*, New York City; *Energy International*, San Francisco; *Engineering & Construction World*, New York City; *Equipment & Technology International*, Stamford, Conn.

Also, *El Farmaceutico*, Flemington, N.J.; *Fleet International/Flotilla Internacional*, New York City; *Food Engineering International*, Philadelphia; *La Hacienda*, Kissimmee, Fla.; *El Hospital*, Chicago; *Industrial & Engineering Chemistry International*, Washington, D.C.; *Industrial World/Industrial World en Espanol*, New York City; *Industrias Lacteas* (dairy industry), Houston; *International Business Automation*, Elmhurst, Ill.; *International Business Equipment*, Stamford, Conn.; *International Electronics/Electronica Internacional*, New York City; *International Management*, New York City; *International Science & Technology*, New York City; *Iron Age Metalworking International*, Philadelphia; *Marine Engineering/Log*, New York City; *Modern Government*, Stamford, Conn; *Motrix*, Cos Cob, Conn., and San Jose, Costa Rica.

Also, *O Dirigente Construtor* (Vision, Inc.), New York City and Sao Paulo, Brazil; *O Dirigente Industrial*, Vision, Inc., see above; *O Dirigente Rural*, Vision, Inc., see above; *Office/La Oficina/Office Equipment Exporter*, Stamford, Conn.; *Oil & Gas International/Petroleo Interamericano*, Tulsa, Okla.; *Oral Hygiene*, Pittsburgh; *Panadero Latinoamericano*, Houston; *Paper Trade Journal*, New York City; *Pesca y Marina*, Los Angeles; *Progreso* (Vision, Inc.), New York City; *Pulp & Paper International*, New York City; *Purchasing International*, New York City; *Quick Frozen Foods International*, New York City; *Reportero Industrial/World Industrial Reporter*, New York City; *Revista Aerea Latinoamericana*, New York City; *Servicios Publicos*, Stamford, Conn.; *Steel*, Cleveland; *Sugar y Azucar*, Lancaster, Pa.; *Tobacco*, New York City; *Transporte Moderno*, Stamford, Conn.; *El Veterinario*, Flemington, N.J.; *World Construction/Ingeniera Internacional*, New York City; and *World Medical Journal*, New York City.

EXPORT EXPERIENCE adding up to 157 years of service in foreign trade activity is offered by the faculty of a Cleveland Export Trade Workshop beginning March 16 at Cleveland College under joint sponsorship by Western Reserve University, the Cleveland Regional Export Expansion Council and the Commerce Department's Cleveland Field Office. Eight of the 11 faculty members are shown, from left: Brian Switzer, Western Reserve; Thomas J. Gray, Switzer Bros., Inc.; John Aron, Akron Overseas; Leonard E. Stokes, Insurance Co. of North America; Robert D. Deitz, Consolidated Paint & Varnish Corp.; W. R. Johnston, Bailey Meter Co.; Paul R. Perruzzi, E. W. Bliss Co., and Charles B. Stebbins, Commerce's Cleveland Field Office.

Global air cargo forum to convene in Chicago May 24

Three-day gathering will stress greater land-water-air teamwork

Focusing on the goal of coordinated cargo carrying by land, water and air, the Third International Forum for Air Cargo will be held in Chicago May 24-26, 1966, under joint sponsorship of the American Institute of Aeronautics and Astronautics, the American Society of Mechanical Engineers and the Society of Automotive Engineers. Both commercial and military interests will be represented by participants in the discussions.

One session will consider new types of vehicles, such as V/STOL, SST and GEM.

Concurrent sessions

According to the sponsors, the forum will be customer-oriented—users of cargo transportation will present their needs and problems for producers to take up. "In this case the customer is defined as the shipper, the forwarder and the airline marketing/sales people," says a forum announcement.

Three sessions of workshops and panels will be held on the third day of the forum. R. F. Stoessel, Lockheed Aircraft Corp. (AIAA), is chairman and organizer for these sessions.

The forum planning committee is headed by Marvin Whitlock, senior vice president for operations, United Air Lines. Committee members include: Werner Seiler, president, Panalpina Airfreight System; Norman R. Parmet, staff vice president, Trans World Airlines; G. J. Godbout, director for cargo services, Air Transport Association; G. Walker Gilmer, director, aircraft equipment research and development, American Airlines (SAE); Fred Maxam, Boeing Co. (SAE), and John Mount, manager/marine service, INA.

The committee's administrative chairman is Michael A. Chaszeyka, physical science coordinator, Office of Naval Research (AIAA).

Write: American Institute of Aeronautics and Astronautics, 1290 Avenue of the Americas, the American Society of Mechanical Engineers, 345 East 47th St., or the Society of Automotive Engineers, 485 Lexington Ave.—all of New York City.

GLASSWARE, GIFTWARE

The 5th International Salon of Cut Glassware, Chinaware, Ceramics, Giftware, Silverware and House Furnishings will be held at the Palais du Centenaire (former Brussels World's Fair site) March 6-13 under the name of EUROPAC. **Write:** F. Meyvaert, President, EUROPAC, Palais des Floralies, Ghent (West Flanders).

May conference set for Columbia Basin

The seventh annual Columbia Basin World Trade Conference has been scheduled for May 23-24 in Portland, Oregon, with Edward S. Smith of Omark Industries, Inc., to serve as general chairman.

Smith, vice president for international operations at Omark, has assembled a full working committee which is preparing to announce details of the conference program, featuring Oregon business leaders, State and Federal Government representatives and authorities on international commerce. The annual event is aimed at stimulating development of the Columbia River Basin as an import-export center for the Pacific Northwest.

BALTIMORE SHIPS MORE GRAIN

The Maryland Port Authority, reviewing 1965 Port of Baltimore figures, reports a "remarkable recovery" in grain shipments, one of the Port's principal export commodities. Heavy shipments during the final two months of the year brought the total to around 1,050,000 tons—up 72,693 tons over 1964—reversing a three-year downtrend.

Soybean meal, another prominent Baltimore export item, continued an upward trend in 1965, with the total expected to reach 461,000 tons, more than 200,000 tons over 1964.

Petrochemicals at pivot

Commerce official calls 1966 'year of decision' on feedstock import quotas

A leading Commerce Department official has called 1966 the "year of decision" for the petrochemical industry in its efforts to win free access to overseas sources of raw materials. Without increased quotas of foreign feedstocks, the industry says, it will soon be unable to compete in world markets with foreign firms using these lower-priced goods.

Stanley Nehmer, Deputy Assistant Secretary of Commerce for Resources, told the Mid-Winter Conference of the Chemical Buyers Group that a proposed questionnaire planned for distribution among petrochemical producers could play a vital role in deciding the question of feedstock quotas.

In a speech scheduled for delivery on Jan. 26, Nehmer assessed the present state of the petrochemical industry and reviewed the petroleum industry's arguments against an increase in feedstock imports, as well as the balance-of-payments aspects of an outburst of foreign investments by a petrochemical industry whose domestic plants are denied access to raw materials they feel are vital to their competitive position.

Industry data

Nehmer offered these figures:

- From 1958 through 1965 the chemical industry has been growing at an annual rate of 6.4%.
- For the same period all manufacturing in the U.S. has grown by 5.6%.
- In primary petrochemicals the growth rate in this same period has been 9.5%.
- The industry spends about $1 billion a year on research and makes the largest contribution from its own funds for research of any U.S. industry.
- The industry is expected to exceed $2.4 billion in capital expenditures in 1965, an increase of 24% over the previous year. This amounts to 6% of sales.
- The industry's foreign capital expenditures, including reinvestments, have increased from $278 million in 1961 to an estimated $870 million in 1965.
- The industry employed over 233,000 people in 1964, twice as many as the petroleum refining industry and nearly as many as engaged in crude oil production.
- And, what Nehmer called a matter of compelling notice, the industry has a favorable trade balance. Its 1964 petrochemical exports totaled $815 million. Its contribution to the nation's trade surplus that year amounted, after imports, to over $600 million.

Total chemical exports in 1964 were $2.3 billion and best estimates place them at about $2.5 billion in 1965. This will represent 10% of total U.S. exports for the year.

Imports—probably at $750 million—will leave a favorable trade balance of $1.7 billion.

Good export balance

Nehmer commented that the petrochemical industry has one of the most impressive records of any American industry in the export field. Its stature of world leadership in its field must be maintained, he said. At a time when this country continues to experience an unfavorable balance in its international payments, such large earnings by a single industry are of incalculable support, he said.

Nehmer turned to prospects and problems ahead.

"The problems of the petrochemical industry involve to some extent the U.S. petroleum industry, whose importance to the national economy and defense is recognized. What may not have been recognized widely enough is the comparable importance of the U.S. chemical industry, specifically its primary petrochemical producers. It is they who create the basic building blocks out of which industry manufactures the unbelievable variety of products used vertically and horizontally throughout American industrial society.

"The questions hanging over the petrochemical industry's future were brought into the open by the Departments of Commerce and Interior at hearings on the Oil Import Program in October.

"Subjects covered included the impact of the government's mandatory oil program upon the petrochemical industry; import and export trends; availability of all types of petrochemical feed stocks; domestic demand for petrochemical intermediate products; factors influencing investments by foreign and domestic companies in overseas and local petrochemical plants; and relative costs of domestic and foreign petrochemical materials.

"Petroleum companies took the position that petrochemical plants should not receive a greater share of imports of naphtha feedstocks than oil refineries. Chemical companies contended that if petrochemical producers (both chemical and oil companies) do not receive substantially larger quotas, there would be serious adverse developments such as concentrated overseas investment by U.S. producers and a deterioration in the industry's balance of trade. Some oil companies challenged these points; other oil companies accepted them in part."

Cost comparison

Nehmer said that key testimony showed that ethylene made in the U.S. in modern refineries from foreign naphtha is considerably cheaper than either ethylene made from domestic ethane or propane, or ethylene made abroad from the same foreign naphtha in comparable plants when foreign and domestic prices of byproducts are accounted for.

He continued: "Testimony established that ethylene produced in the United States using foreign naphtha would cost about 1¢ per pound less than in Europe. Most of the ethylene base products or other basic chemical raw materials in foreign trade cost about 10¢ per pound. Obviously, therefore, such an ethylene cost advantage is highly significant."

Nehmer recounted that at the hearings the chemical companies on behalf of the primary petrochemical producers:

1) Argued that the mandatory Oil Import Program strengthens the oil producing industry in the United States, as it is designed to do, but prevents the petrochemical industry from having free access to feedstocks at world prices, which the industry feels it must have to be competitive;

2) Held that developments in petrochemical technology have made naphtha the essential raw material of the immediate future; that European concerns have, at present, lower cracking plant construction and operating costs and lower raw material—that is, naphtha—costs, as well as an apparently plentiful supply for

the foreseeable future; that, even if ethylene could be made more cheaply from U.S. domestic ethane or propane, other feedstocks such as naphtha would be needed to produce the broad spectrum of primary and higher products familiar to all—propylene, butylene, butadiene, and aromatic distillates; and that ethylene is only 34% of the market value of these products;

3) Put the case that feedstock costs are important, constituting up to 73% of net manufacturing costs of ethylene in large modern plants, and that by buying naphtha at world prices the petrochemical industry could reduce the cost of U.S. ethylene base products by 1¢ per pound; that, notwithstanding European plants having the advantage of lower construction and raw material and labor costs, the availability of world-price naphtha to the United States would put American companies in a highly competitive position; and that for petrochemical expansion, U.S. companies need decisions during 1966 on how much naphtha will be admitted under the U.S. Oil Import Program through quotas in the years immediately ahead, as the petrochemical industry will have to invest more than $1 billion annually in new plants—more than half of all chemical construction—to maintain its share of world markets.

4) Put the case that even if Europe and Japan already are in large part lost as future U.S. petrochemical markets, there are new markets growing in other parts of the world which will become large; that access to naphtha at world prices will make the U.S. competitive in these markets; and, that unless a policy is accepted now that adequate foreign quotas for petrochemical production will become available as capacity to use it develops after 1966, the U.S. balance of payments may deteriorate by as much as $400 million annually by 1970, compared to what it would be with free access to foreign naphtha.

Petroleum rebuttal

"In rebuttal," Nehmer stated, "the petroleum companies called attention to the fact that U.S. chemical exports include many of more costly or more greatly refined petrochemical products, sometimes called 'higher' end products. Raw material or feedstock costs, they argued, are therefore relatively insignificant for these and the petrochemical companies are therefore not materially handicapped by the present quota system.

"Consequently, change in feedstock costs would not lead to a meaningful improvement in the petrochemical industry's balance of trade nor to critically important changes in its foreign investment plans. They point out also that the key elements of a decision to invest abroad include investment incentives offered by the host country, or a favorable trade barrier providing market protection as much as, or possibly more than, raw material costs.

ARCHER-DANIELS MIDLAND'S fertilizer processing plant at Peoria, Illinois, reflects industry's growth.

Nehmer noted the chemical companies acknowledged that feedstock costs for their "higher" end export products are not dominating but, they asserted, the potential ethylene cost advantage to be obtained from foreign naphtha would materially bolster the U.S. petrochemical balance of trade as well as redirect significant U.S. petrochemical investment flows to the United States, as compared to a situation without this ethylene cost advantage.

National interest

He continued: "That this case is in the national interest is verified by subsequent developments: the President's proclamation in December—providing that oil import quotas previously denied to the chemical companies which are primary petrochemical producers would be allowed in 1966—and Secretary Udall's allocation of the quotas to some 20 to 30 primary petrochemical producers on a basis of general equality with petroleum refiners for the first time.

He then commented: "The Government clearly recognizes the economic importance of the petrochemical industry. The inequity of past policy is, as policy, officially reversed. The December proclamation recognizes the validity that this industry should share in the Oil Import Program. The key question to be determined is the future level of imports allowed to the chemical industry.

"We all know that the beginning quotas allowed for 1966 are small. Oil companies are permitted to import foreign crude at the rate of 12.2% of total consumption. Chemical companies, whose total 1964 petrochemical feedstock inputs were 300,000 barrels per day, are allowed nearly the same percentage. This is 30,000 b/p/d for Districts I-IV, or east of the Rockies."

Nehmer observed that we are at the point where petrochemical producers may compete with petroleum refiners having petrochemical facilities on a roughly equitable basis in the matter of imported feedstocks. But, he said, petrochemical producers still do not have real equity with refinery-owned petrochemical plants because chemical companies do not produce domestic crude.

Needs access

"In other words, chemical companies still must buy about 90% of their crude feedstocks from U.S. refiners at prices substantially higher than they would have to pay if they could buy from abroad," he said.

Thus, he said, the chemical industry wants substantial and adequate access to feedstocks at world prices. He quoted one company spokesman, reflecting the views of many: "Chemical companies cannot pay 8¢ a gallon for naphtha which has a world price of 4½¢ a gallon." Then he said:

"Investment plans for placing several U.S. petrochemical plants overseas will be made in a substantially irreversible form beginning this year. As this added

capacity goes on stream, reduction in the prospective U.S. petrochemical balance of trade will follow within about two years.

"Even an adequate quota program this year would not prevent overseas investment by U.S. chemical (and oil) companies immediately. But it should reduce new investments abroad to a minimum dictated by market considerations and in direct relation to the time when adequate quotas are established."

Nehmer called 1966 a "critical year of decision" for the petrochemical industry, in which close attention is being paid to the problem by the agencies concerned, including the Commerce and Interior departments.

He said more data will be needed in Washington before the agencies can reach conclusions on the future of the quotas. This includes convincing documentation on a clear correlation between an increase in feedstock quotas for the petrochemical industry and a relative improvement in the balance of payments over the next three to five years.

Questionnaire on way

He announced: "The principal American petrochemical producers may receive in the near future a questionnaire which would help the various government agencies concerned with this problem reach some firm conclusions. The questionnaire would request information that would provide specific balance of payments projections related to specific quotas.

"As planned, the questionnaire would ask petrochemical producers to estimate their domestic and foreign production, exports and imports, foreign investment and domestic feedstock requirements for both 1967 and 1970, on two levels.

"First, estimates deduced from the level of a 10% increase in the industry's share in oil import quotas over 1966.

"Second, the same deduction made on the level of a higher hypothetical quota level.

"It is recognized that it would be difficult to make projections such as these and that substantial forecasting analysis probably will be necessary.

"It would probably not be feasible to obtain agreement among all informed persons on the prospective differences in the projected balances of payments for 1967 and 1970, even based on the petrochemical producers' own estimates. Even so, once these projections become available it should be possible to combine them with other analytical material to reach conclusions leading to a realistic petrochemical feedstock policy."

NEARLY TWO MILLION visitors came to the 1965 Barcelona Samples Fair, many of them to Cleco booth.

Tool company tells Texans Spanish market growing fast

Barcelona Fair signals promising entry by Houston firm into leading economic growth areas of Western Europe

Not long ago, Cleco Tools took a giant step.

The Houston, Texas, firm—middle-sized as pneumatic tool companies go—participated in Spain's leading industrial trade show, the International Samples Fair at Barcelona.

Results? "Overwhelming," according to W. A. Mayor, products manager for the company.

Later, at the University of Houston, Mayor offered a few reflections on the experience. Speaking at the Fifth Executive Export Training Program, sponsored by the university, business groups, the U.S. Department of Commerce and the Small Business Administration, he explained how Cleco had come to receive a Commerce Department citation for trade fairs participation:

"We are . . . one of the growing manufacturers of pneumatic tools and hand torque tools. This is a fast-moving market here in the United States. But it is promising even faster growth in foreign countries—countries just now on the threshold of greater industrial development.

"Let me give you an example of this growth. Cleco is not one of the big 3 in pneumatic tools. Yet in 1965 our foreign sales have been running 53% ahead of 1964. . . .

". . . the response to our booth at this fair, which drew nearly two million visitors, was so strong that it had a quick effect on our plans for Spain. No longer is Spain just in our future. In the few short months since the fair, we have stabilized our position in Spain to the extent that we now anticipate this country will make a substantial contribution to our foreign sales in 1966.

"Not only did we get hundreds of well qualified leads from potential customers, we also found a great interest among those wishing to sell and distribute our products.

"Subsequent investigation has shown that the interest indicated at the show is backed up by real sales potential. In our case, for example, we find that in Spain there are 35 different manufacturers of air compressors. This is strong evidence that there is a good market for air tools."

Mayor cited both price and non-price factors which determine competitiveness in European markets, including the built-in advantage enjoyed by American manufacturers known for the high quality of their tools.

Technical exhibit in Turin, Italy, invites U.S. firms

Industrial machines, winter sports equipment among items in demand

U.S. firms have been invited to the 16th International Technical Exhibition to be held in Turin, Italy, Sept. 22-Oct. 4. The show will be combined with the 3rd International Mountain Equipment Show.

The U.S. Consulate General in Turin called the show one of the most important exhibitions in Italy, one which "warrants more American participation, particularly in the industrial machinery sector."

American firms exhibiting in future shows of this kind, the Consulate General said, should stress the latest labor-saving production methods. Emphasis on the last show, because of soaring labor costs in Italy, was on automation.

The Mountain Equipment Show is considered important in this part of Italy as a means of stimulating agriculture, communications, handicrafts and the tourist trade in the Alpine areas, many of which are economically depressed.

U.S. companies producing snow removal equipment, tunneling machines, cable way systems, snow-mobiles and equipment for winter sports should find the show a "worthwhile medium" for entering or expanding in the Italian market, the Consulate General reports.

Write: International Technical Exhibition, Corso Massimo d'Azeglio 15, Turin, Italy.

Hotel equipment exhibition planned next fall in Paris

American firms specializing in equipment for hotel, restaurant, motel and snack installations, as well as in catering equipment, are urged to participate in the 13th International Technical Exhibition for Hotels, Cafeterias and Related Industries—EQUIP'HOTEL.

The show will be held Oct. 13-24 at the Paris fair grounds, Parc des Expositions, Porte de Versailles.

The U.S. Embassy in Paris said it is "convinced" that American manufacturers in those fields "would find it profitable" to exhibit at the show.

Tourism is an important industry in France, and an estimated seven million foreign tourists visited the country in 1964. The country's 50,000 restaurants serve an estimated seven and one half million meals per day. And France has an "urgent need" of modernizing its installations, the Embassy reported.

In 1964, 4,000 hotel rooms were modernized and 117 new hotels were built. The Government is assisting hotel owners with loans at reduced interest rates. These totaled $38 million in 1965.

Under the 5th modernization plan—covering the 1966-70 period—plans have been made to provide 30,000 new hotel rooms and 60,000 modernized rooms. Total investments amount to $434 million.

The largest development is the Languedoc-Roussillon project along 80 kilometers of the Mediterranean Coast. It will be equipped with hotels, restaurants, motels, camping grounds, private villas and yachting port facilities.

Plastics exhibition set for one month in India

The Gujarat Small Industries Corp., Ltd., will hold a plastics exhibition at Sanskar Kendra Exhibition Hall at Ahmedabad, for one month, starting Feb. 12.

A floor area of 8,000 square feet has been reserved for the display of plastic raw materials and finished products. Another section of 10,000 square feet has been reserved for display and demonstration of plastic processing machinery.

American firms connected with the plastic industry have been requested to participate in the show. Any samples should be marked "samples having no commercial value" to be eligible for exemption from Indian customs duty.

Write: Gujarat Small Industries Corp., Ltd., Ambica Nivas, Ashram Rd., Navrangpura, Ahmedabad 9, Gujarat, India.

NONE FROM U.S.

Not a single U.S. company participated in the recent 21st International Ready-Made Clothing and Market Show in Turin, Italy. The U.S. Consulate General there said American participation in the future would be an excellent way of gaining access to the ever-increasing Italian market for ready-made clothes.

Security devices to be displayed at London Center

U.S. firms invited to participate; sales potential called best ever

U.S. firms which manufacture security devices and fire prevention equipment have been invited to participate in a special show-and-sell exhibition at the Trade Center in London May 10-20.

BIC's recent British market survey showed that sales potentials for security and fire prevention and protection equipment have never been better. The U.K. Government and private insurance companies are encouraging defense installations, industrial plants and businesses to tighten their precautionary measures against fire, theft, negligence and malicious mischief, and the demand for equipment is growing rapidly.

Export opportunities are especially good for burglar, vehicle and fire alarms, safes, security locks, personal call systems, telephonic scramblers, valuable metal detectors, photographic identification devices, document security equipment, pressure mats, computers, closed-circuit TV, microfilm, video-tape recorders, central station controls, fire alarm batteries, sprinkler systems and fire tenders.

Write: Bureau of International Commerce (Code 8194), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-3848), or from any of the Department's Field Offices.

PLANS TEN BOOTHS

The Western Electronic Manufacturers Association (WEMA) of Los Angeles tentatively has reserved space for ten booths at the International Instruments, Electronics, Automation Exhibition (IEA) at the London Trade Center May 23-28.

These will be allotted to western companies on a first-come basis, according to Dr. John Granger, chairman of WEMA's international marketing committee. If fewer than ten firms sign, the space may be relinquished, he said. **Write:** Western Electronic Manufacturers Association, 3600 Wilshire Blvd., Los Angeles, Calif. 90005.

IT WAS BITTER COLD in Britain when the show opened at the London Trade Center but caterers from all parts of the country came anyway to see U.S. products. Above is a scene at the opening reception, attended by 150 top catering officials.

At London Center: catering equipment

THE SHOW COINCIDED with the biennial British catering show, Hotelympia, and visitors to the events criss-crossed continually. Caught in a light-hearted mood at the Trade Center opening reception were (left to right) Rene Arnauts, sales manager of J. D. Marshall, Inc.; O. T. Springer, managing director of Oliver Toms, a large catering house; S. F. Maher, managing director of General Catering Equipment, Ltd., and P. O. Meara, export sales manager of J. D. Marshall. The two shows were complementary.

EASY INFORMALITY was considered by many the outstanding virtue of the Trade Center show. Inspecting the Bakers Pride Oven Co. Inc. open-hearth Chanco broiler is B. W. Stark (right) of James Hill & Co. Providing the detailed explanation is E. Tribe, sales director of Morrison Catering Equipment, Ltd.

Official says EEC growth rate should rise in '66, if threat of inflation is handled vigorously

Several nations need industrial investments if output is to keep pace with booming demand; rising prices could offset gains

Robert Marjolin, Vice-President of the Commission of the European Economic Community, has predicted that the Community's gross product would increase by 4.5% in 1966, compared to a 4% rise in 1965.

In his annual statement on the EEC's economic situation to the European Parliament in Strasbourg, France, Mr. Marjolin stressed that cooperation among the Community's member states will be needed to slow down the rise of prices and costs and prevent a dangerous expansion of demand in countries where increased economic activity is expected. Otherwise, he warned, the excellent prospects for future economic growth in the Community would be jeopardized.

He pointed out that the Community's gross product at current prices rose from about $165 billion in 1958 to approximately $305 billion in 1965. Allowing for the price rise, this represents an increase in volume of 44%. Over the same period, the GNP increased about 35% in the United States and 29% in the United Kingdom.

The movement of workers to those sectors with the highest level of productivity was one of the chief causes of the productivity rise throughout the economy. According to the most recent estimates the working population in agriculture fell by 22% between 1958 and 1965, whereas in industry and services it increased by 13% and 15%, respectively. The improvement of productivity in each branch of activity was related directly to the scope of capital investments for modernization.

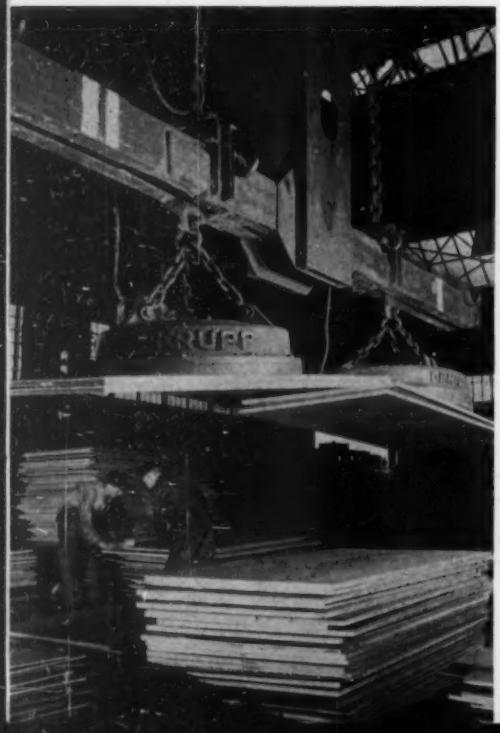
If the rise of directly productive investment is too weak—as was the case in France and, more recently, Italy—it could have grave consequences for long-term growth. It may be necessary to stimulate industrial investment in certain countries to maintain the advances in production and productivity which the Community has achieved since 1958. Such investment is one of the major problems necessitating a Community medium-term economic policy.

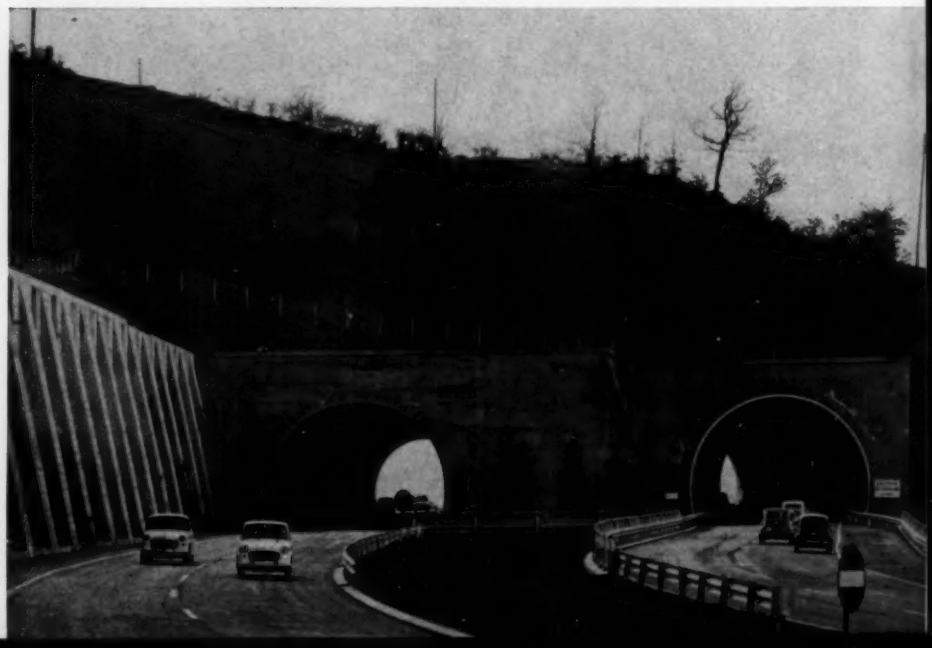
Private per capita consumption in the Community in 1965 was up one-third over 1958, an average annual increase of 4.2%. This figure reflects a considerable rise in the standard of living over the past seven years. On the other hand, since 1960 consumer prices have risen by 24% in Italy, 20% in the Netherlands, 19% in France, 16% in Germany and 15% in Belgium. Mr. Marjolin pointed out that "this development originated in the private sector of the economy . . . public finances in general have not contributed that element of balance needed by the economy which should normally be applied in the context of any short-term economic policy."

Steep rise

The steep rise in prices of recent years continued into 1965. In several Community countries the pace of the upward movement slowed somewhat, and in France this trend was, as in 1964, distinctly slower than in previous years. Apart from this exception, the increase in the general price level became excessive throughout the Community.

Mr. Marjolin predicted that the countries which had already experienced a slowing of economic activity could expect a recovery or acceleration in 1966 and that this recovery has already begun





GERMAN WORKERS move steel plates around with huge magnets (left), while Fiats scurry along the Autostrada between Florence and Bologna, at right. EEC economic activity is expected to remain in high gear during 1966 if inflationary trends of recent years are not allowed to get out of hand.

in the majority of member states. In the Netherlands the rapid growth of production continues, owing to the firm trend of demand and an appreciable increase in the working population. In Germany a less lively expansion of demand is expected, and in several branches of industry insufficient capacity will continue to act as a brake on production growth.

The growth rate of GNP is expected to increase in France from 2.7% last year to 4.5% in 1966, in Italy from 3 to 4.5%, in Belgium from 3 to 3.5%, in the Netherlands from 5 to 5.5%, and in Luxembourg from 1.5 to 2.5%. A slight drop in GNP growth is predicted for Germany, from 5% in 1965 to approximately 4% this year. The overall gross product in the Community will rise 4.5% in 1966 compared to 4% in 1965.

Mr. Marjolin said that economic recovery will probably not be accompanied by excessive price increases in those countries which underwent a slowdown in expansion last year and which have built up surplus production capacity. In those countries where surplus capacities do not exist, the task of preventing large price increases will be more difficult.

The foreseeable trend indicates that economic growth, employment, and the balance of payments will not be major problems in 1966. The main concern continues to be a return to price and cost stability or at least a decline in the rate of increases of recent years.

The imbalance between overall demand and domestic supply will probably persist in Germany and the Netherlands, and these countries will have to limit the expansion of demand by applying more restrictive budgetary and monetary policies, which they have already begun to some extent. In Belgium, the economic outlook depends on public expenditures, and the Belgian government has expressed its intent to hold down the increase in public spending and to limit expenditures to actual appropriations. Difficulties may occur, however, in financing the budgetary deficit. Increases in public expenditure in Luxembourg have been very rapid, and a severe reduction in spending or a sharp rise in revenues is desirable.

May need stimulation

Budgetary policy in France corresponds to the present needs of the economy, but instruments of fiscal policy may be necessary to stimulate private capital spending if the recovery of investment remains inadequate.

Italy's present policy of increasing public expenditures will probably be continued within reasonable limits, and the structure of these expenditures may be changed. Whereas direct and indirect investments are needed, actual planned authorizations for capital expenditures in 1966 are lower than in 1965, and planned appropriations for consumption and transfer expenditures in 1966 show a considerable increase.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

International bidders will supply equipment for Paraguay port project

The World Bank has approved a loan equivalent to $2.75 million for the expansion and improvement of port facilities at Asuncion, the capital of Paraguay.

All contracts for construction and procurement of equipment will be awarded on the basis of international competition.

The project being assisted by the Bank loan includes the extension of the main quay by 1,050 feet in order to provide more berth space alongside and more cargo-working space ashore. This extension will nearly double the length of the existing quay. A pontoon wharf will be built to accommodate barges and other small craft. Two transit sheds with a total floor area of 75,000 square feet will be built on the extended quay.

New port operating equipment, such as fork lifts, tractors and other mechanized equipment, will be procured, as will machine tools for the workshops and fire fighting equipment for the safety services.

Auxiliary works to be undertaken include the relocation of a drainage creek which now obstructs operations, improvement of the port access road and paving of part of the port area, construction of water mains, sewers and a power transformer station.

Pakistan is buying 8,000 commercial vehicles for assembly

3 U.S. producers are among suppliers; 150 double-deck buses will also be imported

The International Development Association (IDA), an affiliate of the World Bank, has approved a credit of $25 million to Pakistan for a project to modernize and expand the commercial vehicle fleet. The credit will provide the foreign exchange required for the import of components for about 8,000 commercial vehicles to be assembled in Pakistan and for the import of about 150 double-decker buses.

The existing bus and truck fleet is composed of a wide variety of makes; in order to prevent further proliferation, the Government will limit imports under the credit to the four makes now being assembled in Pakistan, namely, Bedford, Dodge, Ford and Mack. This policy signifies an important step in simplifying spare parts and maintenance problems.

In licensing the imports, the Government will follow procedures which will ensure appropriate distribution between the assembly plants and allow users to exercise their preference for specific makes. The 8,000 commercial vehicles to be assembled will consist of about 5,300 trucks, 2,100 buses and 600 pick-up vans.

Components for the 8,000 vehicles will be procured by the assembly plants from the relevant manufacturer for each make overseas.

Procurement of the 150 double-decker buses will be on the basis of international competitive bidding.

Germany extends suspension of building materials' duties

Germany has extended the duty suspension on prefabricated wooden houses (tariff number 44.23-B-I) and on concrete building components (tariff number 68.11-A) until Dec. 31. Prefabricated wooden houses are normally subject to an import duty of 12.5% and concrete building components to an import duty of 6.8%.

Bureau of International Commerce

World

Imports of the 49 world markets shown below accounted for 89% of all free-world imports

Value in millions of dollars

Published

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
United Kingdom	15,438	1,793	11.6	Nov.	14,752	1,708	15.8	+ 1	+ 4	3,029	2,755
Germany, Fed. Rep.	14,709	2,016	13.7	Nov.	16,019	2,073	12.9	+20	+14	7.757	7,364
France	10,073	1,137	11.3	Nov.	9,322	984	10.6	+ 2	− 3	5,378	6,248
Japan	7,938	2,336	29.4	Oct.	6,796	1,967	28.9	+ 4	+ 1	1,939	2,014
Canada	7,558	5,214	69.0	Sept.	6,247	4,391	70.3	+12	+14	2,714	3,025
Italy	7,231	980	13.5	Oct.	5,999	814	13.6	− 5	− 7	3,358	4,156
Netherlands	7,054	775	11.0	Oct.	6,053	625	10.3	+ 5	− 3	2,208	2,423
Belgium-Luxembourg	5,901	523	8.9	Oct.	5,145	435	8.5	+ 6	+ 3	1,996	2,327
Sweden	3,849	385	10.0	Oct.	3,602	346	9.6	+15	+ 9	896	1,039
Switzerland	3,610	315	8.7	Nov.	3,370	287	8.5	+ 2	− 3	2,854	2,876
Australia	3,312	806	24.3	Sept.	2,842	675	23.7	+20	+26	1,976	1,545
India	2,715	1,029	37.9	Sept.	2,102	717	34.1	+26	+47	526	506
Denmark	2,605	227	8.7	Oct.	2,313	197	8.5	+11	+ 5	573	496
South Africa	2,350	447	19.0	Mar.	665	98	14.8	+23	+28	727	494
Spain	2,259	352	15.6	Oct.	2,465	460	18.6	+33	+54	1,466	1,524
Norway	1,982	148	7.5	Oct.	1,813	127	7.0	+14	+ 8	380	400
Austria	1,863	96	5.2	Nov.	1,895	80	4.2	+13	− 6	1,265	1,339
Finland	1,505	92	6.1	Oct.	1,360	84	6.2	+13	+12	341	284
Hong Kong	1,496	172	11.5	Oct.	1,291	144	11.2	+ 6	− [1]	[2]	[2]
Mexico	1,493	1,023	68.5	Aug.	1,043	688	65.9	+12	+11	500	[3] 529
Malaysia [4]	1,397	86	6.2	Sept.	1,133	69	6.1	+ 4	+ 6	[5] 915	[5, 6] 878
Yugoslavia	1,321	173	13.1	Sept.	964	163	16.9	− 1	+28	72	140
Brazil	1,263	436	34.5	Sept.	780	216	27.7	−17	−20	295	601
Argentina	1,077	255	23.7	Sept.	905	210	23.2	+21	+19	198	198
Pakistan	997	415	41.6	Oct.	911	318	34.9	+ 9	− 8	280	223
Ireland	974	74	7.6	Aug.	705	57	8.1	+ 7	+ 9	438	409
New Zealand	961	99	10.3	Sept.	782	95	12.1	+ 8	+30	230	158
U.A.R. (Egypt)	953	284	29.8	Mar.	198	38	19.1	+ 3	+ [1]	224	[7] 200

market report

and almost 90% of U.S. exports in 1964.

quarterly

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
Greece	885	101	11.4	Sept.	808	84	10.4	+20	+ 5	284	258
Philippines	868	347	40.0	Sept.	668	224	33.5	+ 9	− 3	114	160
Israel	826	203	24.6	Oct.	679	173	25.5	+ 2	+ 1	551	624
Portugal	776	81	10.4	Oct.	691	51	7.4	+21	−23	910	963
Nigeria	711	81	11.4	July	444	47	10.5	+16	+28	218	250
Iran	673	116	17.2	Sept.	657	122	18.6	+33	+45	227	265
Thailand	663	108	16.4	Sept.	518	89	17.1	+ 6	+ 1	640	[6]689
Chile	609	222	36.5	June	248	90	36.4	− 8	− 5	99	116
Colombia	586	284	48.4	Aug.	314	149	47.4	−13	−20	101	96
Peru	580	236	40.7	June	328	129	39.4	+10	+11	158	188
Turkey	538	156	29.0	Nov.	520	160	30.8	+ ([1])	+ 5	115	132
Taiwan	428	139	32.5	Sept.	400	132	32.9	+41	+40	324	310
Trinidad and Tobago	423	60	14.1	June	240	45	18.6	+16	+47	([2])	([2])
Korea, Rep.	404	202	48.9	Oct.	334	138	41.4	+ ([1])	− 6	128	127
Viet-Nam, Rep.	298	126	42.4	May	130	62	47.7	+ 6	+24	157	149
Libya	292	68	23.2	June	144	24	16.4	+ 9	− 8	181	253
Jamaica	282	87	30.9	Aug.	193	58	30.1	+ 8	+ 7	98	97
Guatemala	202	90	44.5	Mar.	49	20	39.8	+20	+ 6	60	59
El Salvador	191	66	34.8	June	96	31	32.7	+19	+15	51	59
Costa Rica	139	64	46.3	June	78	31	40.2	+19	+10	14	20
Honduras	102	50	48.9	Mar.	25	11	44.4	+10	([2])	20	29

Note: The data include all countries for which current statistics are available, which imported from the United States merchandise valued at $50 million or more in 1964. To present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, and South Africa. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Less than 0.5%.

[2] Not available.

[3] End of August.

[4] Includes Singapore, which became independent on August 9, 1965, and Malaya; excludes Sabah and Sarawak.

[5] Malaya only.

[6] End of March.

[7] End of July.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

World market report

Imports from United States expand, but U.S. shares of major markets tend to weaken

A report on the value of total imports into all of the major free-world markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of Oct. 25, 1965.*

A tabulation on these countries—each of which imported from the United States merchandise valued at $50 million or more in 1964—is given on pages 20 and 21. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed below.

Imports into 49 leading trading nations during the latest 12 months for which statistics are available moved generally upward compared to the previous 12-month period. Just under half of these countries recorded an expansion in imports of 10% or more. Only a few nations reported imports at lower values than in the earlier 12 months.

In many of our principal markets U.S. traders, who had held their own or captured a larger share of the total in 1964, did not maintain their position in 1965. Nevertheless, in more than a third of the countries, imports from the United States took a larger share than in the previous period.

At the end of the third quarter of 1965, developed nations possessed slightly more gold and foreign exchange reserves than at the close of the same period in 1964. There were, however, sharp fluctuations of the holdings of several of these major trading countries. With several Asian countries as exceptions, the developing countries as a group also were in a slightly more favorable reserve position.

Most buoyant markets

Within the developed group of nations, the most buoyant markets were the Federal Republic of Germany, and Spain and Australia where accelerating industrialization sharply swelled import totals. Spanish imports from all sources expanded by a third to lead all developed countries. Australia's overseas purchases rose by 20%. The one-fifth growth in German imports spearheaded expansion of the highly industrialized nations.

Foreign purchases by Canada, the Scandinavian countries, Austria, Greece, and Portugal also pushed significantly higher. In contrast, imports of the United Kingdom, France, and Japan rose only slightly, and Italian purchases registered an absolute decline of 5% in the last 12 months.

The nearly full utilization of productive facilities in the Federal Republic of Germany, Canada, and the Scandinavian countries necessitated a significant increase in imports to meet the demands of their expanding economies. Relatively slow rates of economic growth, with concomitant inventory accumulations and slack capacity, helped account for the small growth rates for imports into France and Japan. The marginal expansion of imports into the United Kingdom was influenced by government efforts to slow buying abroad as a part of its policy to correct the payments imbalance.

Most of the developing countries shown in the accompanying table reported a higher level of total imports in the latest 12 months than in the preceding period. In those countries which experienced the most significant increases there were usually rising levels of economic activity.

Among the major developing countries, increases in imports of more than 15% were recorded by Taiwan, Iran, India, Argentina, Nigeria, and Trinidad/Tobago. The largest relative increase (41%) was registered by Taiwan, where substantial growth in the industrial and construction sectors of the economy resulted in a rising demand for imports.

U.S. share increases scattered

The United States increased its share in nine developed and nine developing nations among the 49 in the accompanying table. The U.S. share rose in the last 12 months in two of our largest markets —Canada and the United Kingdom. U.S. goods also accounted for a larger share of imports into two other major U.S. markets—Australia and Spain—and into three relatively smaller markets—Yugoslavia, Turkey, and New Zealand.

American gains in the Canadian market to a large extent represented increased flows of machinery, automotive products, and consumer goods. Expanded imports from the United States into the United Kingdom were centered in advanced types of machinery in connection with that country's efforts to upgrade its industrial technology.

In Australia, the U.S. share improvement occurred as a result of a strong demand—created by accelerating industrialization and by large capital inflows—for American machinery. The increased U.S. share of the Spanish market reflected higher shipments of corn, oilseeds, nonelectric machinery, and transport equipment.

The gain achieved in Yugoslavia was primarily the result of increased arrivals of wheat and raw materials from the United States. An expanded U.S. market in Turkey stemmed from higher imports of a wide range of commodities, many of which were financed under U.S. aid programs. Selective liberalization of import licensing by New Zealand contributed to an increase in the U.S. share.

In developing countries

Although our shares of imports into the developing countries were generally lower than in the preceding 12 months, a few major countries' imports from the United States increased faster than did the total. The U.S. share of Indian imports was up sharply as a result of larger PL-480 food grain shipments. Rising expenditures for public development projects and private investment activity spurred an increase in the U.S. proportion of Iranian imports. In Nigeria, imports from the United States rose much more than the total as a result of expanded purchases of machinery and iron and steel products, particularly pipe, for the rapidly expanding petroleum industry.

U.S. goods did relatively least well among the developing nations in Pakistan and the Philippines during the last 12 months. Reduction in the value of U.S. goods entering Pakistan stemmed in part from the disruption of economic activity following the opening of Indian-Pakistani hostilities. Philippine imports from the United States fell in value while that country's purchases from all sources expanded. Large inventories of U.S. goods, which had been built up during 1964 in anticipation of the substantial reduction in tariff preferences accorded American goods at the beginning of 1965, were drawn upon last year.

The countries of the European Economic Community, with the exception of the Federal Republic of Germany, were prominent among the developed countries experiencing increases in gold and foreign exchange reserves at the end of the third quarter of 1965 compared to the same period a year earlier.

Italy's exchange holdings rose by 24% to lead the EEC performance. Belgium-Luxembourg and France each expanded its reserves by 17%. The $870 million growth in French reserves was the greatest recorded by any country. A bigger expansion in exports than imports was the major factor which contributed to larger foreign exchange holdings in all of these countries. Rising tourist receipts, as usual, also added to the Italian total.

The $393 million decline in German reserves was caused principally by a significantly smaller trade surplus, resulting from high domestic demand and investment which had ballooned imports.

Elsewhere in Europe

In other European nations, Yugoslavia's 94% reserve increase was mostly accounted for by a drawing from the International Monetary Fund. The rise in the holdings in Sweden resulted mainly from short-term capital inflows. Although the United Kingdom registered a $274 million decline in its reserve position between the third quarters of 1964 and 1965, holdings were higher last September 30 than at the end of 1964 as a result of external borrowing and of a substantial improvement in the trade account.

Reserve declines continued in South Africa, New Zealand, and Australia where the effects of drought conditions on exports and of high domestic demand on imports adversely affected holdings.

Most of the developing countries outside of the Asian area reported higher reserves. Marked gains were registered by Brazil, the Philippines, Israel, and the oil producing nations, Iran, Libya, and Nigeria. Assistance from the United States and declining imports added to Brazil's reserves, while an export surplus and foreign borrowing raised holdings in the Philippines. Israel's reserve increase stemmed mostly from an inflow of loan capital.

Reserve losses in the developing areas occurred mainly in Asian countries. The largest decline, 20%, was registered by Pakistan, where, despite an International Monetary Fund drawing in July, that country's foreign exchange holdings dropped as a result of the disruption of exports mentioned above and expanded expenditures for defense.

Industry-organized missions encouraged new business for U.S. through fall visits abroad

Already $3 million worth of actual sales have been reported as result of efforts of these Government-approved groups

Almost 3 million worth of sales already have been concluded as a direct result of the work of industry-organized trade missions which were approved by the Department of Commerce and went to various areas abroad in the last half of 1965.

Sales are still being consummated, and all of the missions anticipate that substantial additional business—stemming from their contacts—will be developed.

During the fall, nine such missions traveled to points in Western Europe, Central and South America, Africa, and the Far East. Special interests represented were the plywood industry, consulting engineering services, and the industries of New Jersey, Alabama, Nebraska, Puerto Rico, Mississippi, Oklahoma, and Georgia.

Ring up sales

The New Jersey mission alone reports firm sales by the end of the year at $1.5 million. Mississippi has reported $1.3 million worth. The Georgia mission was the third such group to go out from the Peach State. Although they returned just before Christmas, at year's end they had already accounted for $100,000 in actual sales.

The nine fall missions and dates of their tours abroad were: American Plywood Association, Sept. 12-25; New Jersey State Industries, Sept. 24-Oct. 16; Alabama State Industries, Oct. 2-16; Nebraska State Industries, Oct. 12-Nov. 1; Puerto Rico Industries, Oct. 20-Nov. 17; Consulting Engineers Council, Oct. 29-Nov. 25; Mississippi State Industries, Oct. 31-Nov. 13; Oklahoma City Chamber of Commerce, Nov. 1-18; and Georgia State Industries, Nov. 28-Dec. 22.

How to qualify

Since the beginning of the industry-organized Government-approved trade mission program late in 1962, a total of $25.4 million worth of business has been reported by 15 missions.

To obtain the benefits of official U.S. Government sponsorship, an industry-organized trade mission must meet certain standards: Its objective must be to increase sales of U.S. products and services, or to establish agencies abroad; it must be limited to a compact group of working members only; an advance representative of the industry must be available to accompany the Department's advance officer abroad; a written report of the Mission activities must be made for the benefit of U.S. industry and for possible publication by the Department.

Expenses are paid by mission members.

For additional information, **write:** Trade Missions Division, BIC-8210, U.S. Department of Commerce, Washington, D.C. 20230.

Americans abroad offered help in filing tax forms

22 Internal Revenue employees will visit 51 diplomatic posts

Citizen or alien U.S. taxpayers overseas are offered the assistance of visiting representatives of the Internal Revenue Service in the filing of their 1965 income tax returns.

Twenty-two IRS employees will visit U.S. embassies and consulates in 51 countries to supplement assistance given throughout the year by their colleagues who are permanently located in Bonn, Paris, Ottawa, London, Manila, Sao Paulo, Mexico City and Tokyo.

Collections in 1964 from U.S. citizens and aliens abroad as well as U.S. government employees and members of the U.S. Armed Forces totaled $377.9 million. Of this amount income taxes from corporations brought in a little over $30 million; individual income and employment taxes were about $275 million.

International Trade Winds

CONSULTANTS—Chemical Construction Corp., N.Y., announces the formation of a consulting division to serve foreign and domestic clients, contemplating investment in the chemical field. The new independent group comprises four experts in the areas of finance, market analysis, economics and engineering who will be available to conduct market surveys, site location studies, projection of costs.

SANITATION and AIR CONTROL—Airkem, Inc., Carlstadt, N.J., leading manufacturer of environmental sanitation and air control products under the Airwick and Airkem brand labels, has announced establishment of a new marketing division—Airwick International—to support the firm's expanding business in Latin American and Caribbean markets. The company plans to increase marketing activities to promote the sale of insecticides, disinfectants, detergents, household room deodorants and other products.

TELETYPEWRITER CHANNEL—RCA Communications Inc., a subsidiary of the Radio Corp. of America, announced the inauguration of a new leased teletypewriter channel for the Singer Co. The new facility links the executive offices of Singer in New York with a major manufacturing plant in Clydebank, Scotland.

MECHANICAL HARVESTERS—Blackwelder Manufacturing Co., Rio Vista, Calif., has sold its third mechanical tomato harvester overseas, with the sale of a harvester to McCarthy Brothers, Tulare, Australia. The other harvesters have gone to Puerto Rico and Southern France.

COLOR TELEVISION—General Telephone and Electronics, International, New York City, announces that a Canadian subsidiary will construct a color television picture tube plant to meet the anticipated growth of the color TV market in Canada. The Canadian Government will begin color TV broadcasts after Oct. 1, 1966 and GT & E expects that more than 100,000 color sets will be sold in Canada in 1967.

Heavy tax increases proposed for Greece

Heavy increases in direct and indirect taxation will result from bills recently presented the Greek parliament. The bills became provisionally effective Jan. 1, although Parliamentary debate on the measures were not expected to begin before the middle of this month.

Private automobile license fees have been increased by 40%, and the special tax on automobiles being put into circulation for the first time has been raised 30%.

New taxes were imposed on trucks, synthetic fibers, and electricity. A 6% stamp tax will be levied on the normal value of commercial bills, and an increase in the existing stamp taxes will raise rents, among other costs.

The stamp tax on invoices has been increased 100% and turnover taxes were raised by 16% or more.

Income taxes will be increased with a 10% surcharge, and the total income tax exemption enjoyed by members of Parliament will be greatly reduced.

Some of the tax measures will be effective for two years, while others are indefinite.

The additional taxes are expected to yield some $56.7 million in 1966.

Indonesia revokes ban on Hong Kong products

The Indonesian Government has now restored normal trade relations with Hong Kong by revoking the ban on the importation from Hong Kong of less essential commodities—goods in economic groups III and IV.

The prohibition has been in effect since Jan. 15, 1965, but has been rather loosely enforced.

Originally imposed to reinforce Indonesia's anti-Malaysian confrontation policy, the Government states the ban has now been removed to increase Indonesia's "economic endurance." Its removal should considerably simplify trade procedures for both Indonesian as well as foreign traders.

Iraq sets import quota

Iraq has set its overall 1966 import quota at $364 million including $14 million as a reserve allocation for contingencies. The quota does not include funds earmarked for industrial projects executed by foreign firms. The Directorate General of Imports and Exports is now accepting applications from merchants for import licenses.

Frankfurt Center facilities used for solo exhibitions

The Kardex division of Remington Rand GmbH, with principal headquarters in Frankfurt, used the facilities of the Trade Center there five times in 1965 to demonstrate its Kardex-SUIAP-System, a simplified unit invoice accounting system. Their total business amounted to $232,500.

The Trade Center also was used Nov. 1-3 for a solo exhibit of HiFi products of KLH Research & Development Corp. of Cambridge, Mass. Gerald L. Fiedler & Associates, Munich, introduced and demonstrated the entire line of KLH products to German, Austrian and Swiss dealers. By the end of November, the firm had a total of 30 new dealers. Actual sales during the show totaled $25,000.

New amendment gives IFC more funds from World Bank

Under a recent amendment to the World Bank's Articles of Agreement, the Bank is now permitted to make loans to its affiliate, the International Finance Corporation (IFC), up to four times the Corporation's unimpaired subscribed capital and surplus. As a result, approximately $400 million will be added to IFC's potential resources for lending to private enterprise in its member countries.

All imported materials and equipment paid for with IFC loan funds must be procured through international competitive bidding.

U.S., Germany modify double taxation treaty

The U.S. and Germany have ratified a modified Double Taxation Treaty.

The ratification brought into force the protocol of Sept. 17, 1965, modifying the convention of July 22, 1954, between the two countries for avoidance of double taxation with respect to taxes on income. (See INTERNATIONAL COMMERCE, Oct. 25, 1965, p. 30).

Except as otherwise indicated in the protocol, the convention as amended applies as of Jan. 1, 1965.

CHILDREN'S CLOTHING

The U.S. Embassy in Paris has recommended participation of U.S. manufacturers of children's clothing in the 6th Children's Clothing Show to be held Nov. 5-8 at the Paris fair grounds, Porte de Versailles. It will be sponsored by the Minister of Industry.

Turkish mining company proposes joint venture with U.S. firm to develop tungsten-antimony deposits

A Turkish mining firm proposes a joint venture with an experienced U.S. mining concern to mount a large scale operation in the development of substantial tungsten-antimony deposits.

The deposit has been inspected by the U.S. Minerals Attache in Turkey and the proposed collaboration is considered worthy of serious consideration by U.S. mining firms.

The deposit is located near Nigde. Length of quartz mineralization is reported to be 1500 meters, showing strong scheelite mineralization throughout and with a section containing abundant stibnite and cinnabar. One of several veins is already developed underground for 100 meters, with random but impartial sampling indicating one to two meters thickness of quartz averaging antimony 4.2%, mercury 0.15% and tungsten trioxide 4%.

Providing that the ores are amenable to selective concentration, the rock in place at current prices contains approximately $150 in metal value a ton. Considering this development, probable ore reserves are estimated at approximately 15,000 tons.

Latest reports indicate that reserves to sustain a small concentrating plant appear assured. Equipment for a 30 t.p.d. pilot plant to produce scheelite and stibnite concentrates has been ordered by the Turkish firm with delivery at the site scheduled for April 1966. Milling operations are planed to begin some time in May.

Extensive exploitation

The Turkish mining company has deposits of other minerals in various stages of development and is willing to consider some form of joint venture collaboration with U.S. mining concerns for more extensive exploitation.

Reportedly, the firm's Board of Directors has decided to proceed with plans for a selective flotation plant on the Black Sea to treat mixed lead-zinc-copper sulfide ores of the area. Ultimate size of the plant is not yet decided.

In the Yozgat-Sivas area, a mine has been developed with comfortable reserves of high grade lead-zinc ores, with proven mineralization for about 300 meters along the strike of the main structure. Initial experiments using jigs to concentrate the ores to a product containing over 50% zinc and lead were successful and the company is proceeding with plans to erect a concentrator utilizing both jigs and flotation cells.

The Turkish firm last summer reportedly negotiated a joint venture arrangement with a British company to mine and process annually 100,000 tons of colemanite (calcium borate) ores from deposits in the Bigadic area of Western Turkey. The venture is said to be proceeding satisfactorily and has established that there are about 3,000,000 tons of mineable ores in the area.

Write: Rasih ve Ihsan Medencilik Ltd., Sirketi, Konya Sokak, Serdaroglu Han Kat. 1, No. 3-8, Ankara, Turkey. WTD.★

SEEDS

A German wholesaler of field seeds of all kinds—bird seeds, vegetable and flower seeds, seeds for flavoring—is interested in being licensed by a U.S. seed grower for cultivation of branded field seeds of all kinds including clover seeds, grass seeds, seeds for fodder purposes, vegetable seeds and flowers seeds.

Write: Kruse & Co., Import von Saaten, Postfach 5228 or 40 Beckhausstrasse, 48 Bielefeld, Germany. WTD.

ROLLER COATINGS

One of the larger Dutch paint manufacturers is interested in licensing agreements with paint manufacturers specializing in roller coatings for can-industries, crowncorks, sidings, Venetian blinds.

Write: Chamber of Commerce in the Netherlands, 55 Laan van Meerdervoort, The Hague, Netherlands.

German wants licensee for flexible plastic hoses

A German manufacturer seeks a licensee or joint venture partner for U.S. production of its flexible plastic hoses having varied industrial applications.

One hose is flexible wire-reinforced plastic and very light weight. It can be used for air-conditioning and ventilating equipment, extraction of sawdust and pneumatic conveyance of light solids.

The firm also manufactures a larger plastic hose for use as ventilation ducts for mines or other underground applications with diameters of between 12 and 60 inches.

For additional information and the name and address of the manufacturer, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1341-R.

POWER PRESSES

A manufacturer of power presses seeks licenses from U.S. manufacturers of equipment for automating power presses as devices for feeding strip stock, coil handling and processing equipment, peeling mechanism, reel and straightener units, levelers, roll feed and scrap cutter, gripper feed, transfer units, sheet feeders and stacking devices.

Write: Adam Richter Maschinenfabrik GmbH, 3503 Kassel-Lohfelden Postfach 8, Germany. WTD.

REFRIGERATION

Firm which manufactures almost every refrigeration requirement from nuts to complete freezing units, with the exception of electric motors and transformers, seeks know-how for improving its manufacture of heating and cooling coils for air conditioning, heating and refrigeration.

Write: Suministros Frigorificos, S.A., 3, Avenida de los Reyes Catolicos, Bilbao, Spain. WTD.

CAMERA SPARE PARTS

A manufacturer of cameras and camera accessories would like to be licensed by a U.S. company to manufacture camera spare parts, camera stands, and other photographic accessories under the U.S. firm's brand name.

Write: Kuerbi & Niggeloh, 5608 Radevormwald, Germany. WTD.

Izmir textile manufacturer seeks partner to improve managerial, marketing methods

American equipment and expertise is requested to enable expansion into export markets of Africa and Middle East

The new management of an Izmir textile firm founded in 1912 proposes a joint venture arrangement with an experienced U.S. textile manufacturer.

The U.S. partner is asked to provide approximately $500,000 in the form of spinning, weaving and finishing equipment along with foreign marketing assistance and managerial expertise in production and cost control.

The firm's mill capacity is 21 million linear meters a year. This production is printed by a subsidiary firm and sold at low prices throughout Turkey to a predominantly rural market. Together, the two firms constitute an integrated manufacturing and marketing organization.

The spinning and weaving mill has 18,848 spindles and 616 looms. It employs 1350 in three shifts. The printing plant employs around 300. Gross 1964 sales were reported as $5.5 million.

Highly competitive market

The highly competitive Turkish cotton textile business, the Izmir has reduced firm's market advantage by the growing obsolescence of its equipment and the entrance of new firms into the field. Accordingly, the recently installed management has begun a thorough overhaul of the firm's technical, managerial and marketing operations.

The new general manager, a trained textile engineer, has already revamped much of the nation-wide marketing organization, instituted improved machinery maintenance techniques and introduced formal training classes for foremen and workers.

The next major step is to replace the obsolete machinery and finally to break into the export market for low-cost cotton prints in Africa and the neighboring countries of the Near East.

Tariff protection

The joint venture is proposed as a means to obtain the capital, equipment and know-how required to quickly and effectively handle these projects. It is reported that even without the conclusion of a joint venture arrangement with an experienced U.S. company, the firm's talented management can be expected to improve its position in the Turkish market. Protective tariffs exclude foreign textiles from Turkey.

Advantages seen

Although Turkish textiles are not sold abroad to any significant extent and the firm is currently inexperienced in foreign marketing, a joint venture operation in the Izmir region, resulting in a reasonably efficient operation, will have certain competitive advantages. These would include low-cost raw cotton and labor, Izmir's port facilities and geographical proximity to African and Near East markets.

Write: The Izmir Cotton Textile Company (Izmir Pamuk Mensucat), Dereboyu 1201 Sokak 11, Halkapinar, Izmir, Turkey. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Swedish firm offers rights for joist, block production

A Swedish firm offers U.S. licensing rights for production of its concrete joists and channel blocks.

The joists are intended to form the supporting part of cellar joists in homes without basements, floor joists, and roofs of industrial and commercial buildings. The channel blocks are used in building walls and can be covered with a layer of stone or ceramic material such as powdered marble providing a finished surface.

For additional information and the name and address of the firm, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1340-R.

Belgium firm gets probation for U.S. export law breach

Koenig & Co., S. p.r. L., an Antwerp, Belgium, export-import firm, has been put on probation for two years for a violation of the U.S. Export Control Act stemming from the reexportation of U.S.-origin chemicals from Rotterdam to the U.S.S.R., despite knowledge that the transaction was prohibited.

The order, effective today, was announced by the Bureau of International Commerce after Koenig agreed to the terms. The firm is permitted to trade in U.S.-origin commodities during the probationary period, but if further violations occur, all export privileges may be revoked for as long as two years.

Similar sanctions also could be invoked against any agents of Koenig, and no parties could participate with them in exports of U.S.-origin commodities or technical data.

The violation involved a shipment of propionic acid valued in excess of $4,100, which came to Koenig from a New York supplier through a Hamburg firm.

EQUIPMENT

Manufacturer of structural steel, road and railway bridges, tanks, pipes, and tubes seeks license or joint venture to produce material handling and civil engineering equipment; large tanks and other containers for transportation and storage of liquid; and air-conditioning equipment (industrial and household).

Write: Baume, Marpent & Thirion Reunis, 249 Chaussee de Vleurgat, Brussels, Belgium. WTD.

Greek Government gives approval to major investments

Foreign manufacturers will participate in variety of projects

The Foreign Investment Committee of the Greek Ministry of Coordination has approved a number of major investments.

An investment of $1.25 million for an asbestos-cement products plant in the area of Thessaloniki or Volos was approved. The factory, which may also produce plastic products, will be built by the Greek firm, Kerem Ceramic Products Manufacturing Company, operators of an asbestos-cement products plant at Chalkis.

A German company, Farbwerke Hoechst A.G. received approval to invest $600,000 in the establishment of a polyvinyl acetate plant near Attica or Salamis. Initial production is expected to reach 2,400 tons annually.

Ladies' ready-made clothing will be produced in a factory to be built in Volos by the Dutch firm, Mulder Confectiebedrijf N.V., with a $69,000 investment.

Italian-backed plant

A plant for the production of pharmaceuticals, veterinary drugs, dietetic foods and scientific instruments will be built with a $350,000 investment approved by the Committee for the Italian firm, Carlo Erba. The plant will be in the Thebes-Schimatarion area.

Permission also was granted for a $550,000 investment by the Swiss bank, Credit Suisse, to participate in the share capital of the Greek cotton spinning and weaving firm Piraiki-Patraiki; a $446,800 scheme to establish an international land transportation company; and a $100,000 financing to complete a 165,000 dwt. capacity graving dock of the Hellenic Shipyards Company.

A $3 million dairy plant is to be built at Gidas, Thessaloniki. The share capital of the corporation will be controlled 60% by the Agricultural Bank of Greece and 40% by various agricultural cooperatives in the area.

Ten feedstuffs manufacturing plants and a large winery are to established in the near future, according to the Minister of Agriculture. The Minister said that committees have been set up to prepare calls for bids for the supply and installation of equipment in these plants.

Norway to require marks of origin for cigarettes

Cigarettes and smoking tobacco, offered for sale in Norway, must show the name of the country in which they were manufactured, according to a regulation issued by the Norwegian Ministry of Industry.

This mark-of-origin may be presented as "fabrikert i" (name of country) or in a similar, clear manner. The mark-of-origin must appear in all retail packaging. In the case of cigarettes it must appear on each cigarette pack, box, and carton in which the cigarettes are sold to the consumer.

The name may be used in abbreviation when such abbreviation is used in Norway, such as "USA". This regulation becomes effective Jan. 1, 1967.

Canadian Tariff Board issues steel wire report

The Canadian Tariff Board has published the report of its investigations of steel wire and wire products.

The report recommends tariff changes which would involve some increases and some decreases in rates of duty. The Canadian Government has requested that interested parties wishing to offer comments or make representations do so promptly.

A second volume of the report will deal with wire and wire products made from non-ferrous metals.

For a copy of the report, at C$3, **write:** Queen's Printer, Ottawa, Canada—catalogue No. FT 4-132/1.

Nicaragua bans log exports to aid local sawmills

Logs or other unprocessed lumber will be prohibited exportation from Nicaragua effective Jan. 1, 1967. Exempted are logs of ñambar, cortez, mangrove, almond and lignum-vitae. This legislation is intended to keep logs in the domestic market for processing by local sawmills.

India relaxes price, distribution controls for fertilizer plants

Committee will review project applications to expedite approvals

The Indian Government has announced that fertilizer plants holding industrial licenses issued up to March 31, 1967, will be free to fix prices for their products and make their own distribution arrangements for a period of seven years after the start of commercial operations.

These functions formerly were the responsibility of the State Trading Corporation, an agency of the Government.

The Government will, however, have the option to purchase up to 30% of their production at a negotiated price.

Encouraging production

A small, high level committee has been established to review applications for fertilizer projects, in order to expedite the approval process.

The committee consists of S. Boothalingham, Secretary for Economic Affairs, Nakul Sen, Secretary for Petroleum and Chemicals, and S. Dias, Secretary for Agriculture.

This relaxation is expected to encourage newly established units to produce at their licensed capacity as quickly as possible, and help in lowering Indian fertilizer prices to international levels.

Bigger supply needed

The new policy reflects India's urgent need for an increased supply of fertilizer to promote domestic agricultural production and the desire to reactivate licenses issued to private investors over the last five years, but unutilized because of existing controls on the industry.

The fertilizer production target for the upcoming Fourth Five-Year Plan is currently proposed as 2.4 million tons of nitrogen and 1.7 million tons of other chemical fertilizers per year.

Current domestic production is only about 300,000 tons of nitrogen and 155,000 tons of P_2O_5, with present demand for nitrogen alone estimated to be in excess of 1.3 million tons.

Commerce Department broadens restrictions on copper exports

Latest measures taken to relieve scarcity of the metal; some types of ores, concentrates virtually embargoed

The Department of Commerce has broadened export restrictions on copper because of the increasing scarcity of the metal here and abroad.

A virtual embargo has been estabilshed on exports of copper ores and concentrates, copper matte, blister copper and other unrefined copper of domestic origin.

Quotas have been established on all other categories of copper products under validated license control, including refined copper produced from domestic materials, copper-base alloy ingots, and semi-fabricated copper products and master alloys of copper.

A quota of 25,000 short tons for the first six months of 1966 has been set for the export of refined copper produced from domestic origin materials.

Ex-quota licenses

Refined copper produced from foreign materials or against which an equivalent quantity of foreign origin copper raw materials has been entered into the U.S. will be licensed ex-quota.

Outstanding licenses for export of refined copper issued during the last half of 1965 have been revoked. The Office of Export Control, however, will reinstate those licenses for refined copper where the exporter can demonstrate that the copper has been produced from materials of foreign origin.

A quota of 1,000 copper content short tons has been set for licensing copper-base alloy ingots during the first half of this year.

The export quota for semi-fabricated copper products and master alloys of copper has been set at 6,500 copper content short tons for the first half of 1966.

Military, AID shipments

Military shipments and shipments under Agency for International Development controls will be licenses outside the quota. The 6,500 ton quota will permit licensing of commercial exports of semi-fabricated products exclusive of U.S. military and AID shipments at about the same rate as 1965 exports.

The copper scrap quota, set last Nov. 24 at 15,000 copper content tons for the first six months of 1966, has been raised to 16,500 copper content tons. Copper metalliferous ash and residues, and waste and scrap with copper content of less than 40% where copper is the component of chief weight, no longer will be exempt from the quota. Additionally, copper scrap exporter for purposes of refining abroad now will be charged against the quota.

Applicants for export licenses for all copper commodities under quota will have to show past participation in exports.

The quotas will be divided primarily among exporters who in the past have participated in copper exports.

Bulk licenses prohibited

Copper commodities no longer may be exported under the bulk type of export licenses.

These export restrictions will not apply to exports to Canada.

The new restrictions went into effect Jan. 20 with their publication in Current Export Bulletin No. 927.

The Export Bulletin is available at 25 cents a copy from the Department of Commerce Field Offices and in Rm. 6043, Department of Commerce, Washington, D.C. 20230. Remittances should be made in cash, money order or coupons issued by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

ELEMENTS, SUB-ASSEMBLIES

A French firm which specializes in the manufacture of elements and sub-assemblies for electric automation systems seeks U.S. licensing rights on similar types of equipment.

Write: Techniques d'Automatisme, 25 rue de Brest, Courbevoie (Seine), France.

German company permanently denied U.S. export rights

Prohibited from trading in goods of U.S. origin for violating rules

Maximilian Klementz of Hamburg, Germany, a dealer in electronics equipment, has been denied all U.S. export privileges for the life of the Export Control Act, for sales of at least $60,000 in U.S.-origin electronics equipment to another dealer.

Klementz had been notified that the customer was prohibited from trading in U.S.-origin commodities for noncompliance with U.S. export regulations.

Action was announced today by the Department of Commerce after an investigation by the Bureau of International Commerce. The investigation resulted on Aug. 9, 1965, in a temporary suspension of Klementz, export privileges pending completion of administrative compliance proceedings.

The Klementz case grew out of an order the Department issued on Nov. 19, 1963, denying export privileges indefinitely to Deutranex G.m.b.H., Hamburg, and its manager, Juergen Stau.

On Jan. 9, 1964, Klementz was advised of this action and notified that trade in U.S.-origin commodities with Deutranex was prohibited without specific authorization from the Office of Export Control. Ignoring this warning, Klementz continued to deliver U.S. goods to Deutranex.

Under the order, Klementz or his agents are denied all export privileges, and no other person may participate with him in export operations involving U.S.-origin commodities or technical data.

Brazil increases duties, consumption taxes on imports

Imports into Brazil have been made subject to an increase of 10% of existing customs duties and an increase of 20% of consumption taxes.

The increases went into effect Jan. 1 for the entire year and were imposed primarily to finance a pay raise for federal employees.

Head reach of feeder canal to be built by Iraq; bids requested

Iraq's Ministry of Agrarian Reform invites qualified and experienced contractors of international reputation to bid for the construction of the head reach of the feeder canal of Kirkuk Irrigation Project, Contract No. 2.

Bid deadline is March 4.

Total cost of the Kirkuk Irrigation Project is estimated to be over $159.5 million (ID 57 million) and the 1965-69 5-year plan allocation is $30.8 million (ID 11 million).

Work on this contract includes the construction and lining of approximately 3.6 miles of canal with a capacity of 280 cubic meters per second, between the recently completed Dibbis Dam and a point some two kilometers to the south of Dibbis.

The contract also calls for the construction of two reinforced concrete highway bridges, nine culverts, four elevated pipe crossings and three water supply offtakes. The principal quantities for the works are approximately 2.7 million cubic yards of excavation, 1.2 million cubic yards of compacted fill in embankments, 32.7 thousand cubic yards of rip-rap for canal lining; 218.9 thousand square yards of P.V.C. sheeting for canal lining and 4.2 thousand cubic yards of reinforced concrete in structures.

Documents may be inspected at the following places: Legal Section of the Directorate General of Irrigation, Baghdad; Embassies of the Republic of Iraq in Cairo, London, Rome, Moscow, Bonn, Paris, Washington, Tokyo, Vienna, Brussels and Prague and the legations at Geneva, Belgrade and Sofia; and The Offices of the Consulting Engineers, Binnie and Partners, in London and Baghdad.

Bids must be submitted to the Legal Section of the Directorate General of Irrigation, Baghdad, at or before noon (local time) on March 4, accompanied with a bank guarantee of U.S. $280,000. The Directorate does not bind itself to accept the lowest bid.

Interested bidders may obtain a set of tender documents, specifications and drawings from the Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad, upon payment of U.S. $140 per set, plus $5.60 for airmail charges.

One set of dcouments consisting of three volumes and two Addenda can be examined in the Building Materials & Construction Industries Division, BDSA, Rm. 4014, U.S. Department of Commerce, Washington, D.C.

Pakistan to equip medical and scientific laboratory at agricultural university

Pakistan is offering tender No. S-4/598/Equip/64-65 for equipment for a medical and scientific laboratory at an agricultural university.

Required equipment includes radioscopy and radiology apparatus; glassware; ocular tonometers; dog muzzles; reference library books; operating tables for large animals; needles; suspension apparatus; trocars for anaesthetizing horses; syringes; spring eyelid retractors for large and small animals; forged hobbles for sheep and cattle; tooth cutters for horses; probes; and speculums for systomy.

Bid deadline is Feb. 28. Bids should be submitted to: The Director of Supply, Government of East Pakistan 48 Motijheel C.A., Dacca. Cable: SUPPLY, Dacca.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Ceylon needs transmission and distribution equipment for Maskeliya Oya project

The Department of Government Electrical Undertakings is requesting bids for transmission and distribution facilities for Stage 1 of the Maskeliya Oya Project. Contract No. 7 includes the supply of materials for 250 miles of 33 and 11 kv distribution spur lines and 500 sub-stations; also, 40 sub-stations in Colombo and 11 kv cables.

Tender books will be issued until Feb. 25. The fee is $42 (nonrefundable) per set of three copies.

Bids must be received by the Chairman, Tender Board, Ministry of Land, Irrigation & Power, Galle Face Secretariat, Colombo, Ceylon, **no later than March 1.**

A copy of the tender forms and specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Tunisia to buy 16,750 tons of paper and paperboard

The Groupement des Importateurs et des Transformateurs de Papiers Industriels, 13 Rue Side Bou-Mendil, Tunis has issued tender No. 2 and specifications for 16,750 tons of industrial, business and commercial papers of all kinds. Some of the required items are machine glazed and machine finished wrappings, kraft linerboard, bleached and unbleached sulfite and other chemical papers, glassine, bristols, impregnated papers, tissue, fine machine-made and hand-made writing, drawing and watermarked papers, printing papers, and paperboard.

Bid deadline is Feb. 28.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

Iran extends bid deadline

The Iranian State Railways, Maydane Rahe-Ahan, Tehran, has extended the bid deadline for the supply of 3 units of 6-ton capacity monorail overhead cranes, tender No. 44/855, from Nov. 1 to Feb. 24. (INTERNATIONAL COMMERCE, Sept. 23, 1965, p. 23).

Construction bids invited by Colombia for new pier

Project includes building of railways, sewers and pipeline

The Colombian Ports Company invites qualified companies and consortiums to bid on tender No. 11-BID for the supply of equipment, materials and services for the construction of a pier for banana exports at the Maritime Terminal of Santa Marta.

The **deadline is 10 a.m. Feb. 25** to submit bids to the Offices of the Empresa, Carrera 10, No. 15-22, Office No. 602, Bogota. Bids must be accompanied by a guarantee bond for 1 million pesos Colombian currency or U.S. $100,000. The selected bidder must post a bond for 50% of his offer.

Tender documents may be purchased for 1,500 pesos Colombian currency or U.S. $150, which will not be reimbursed, from the issuing authority Empresa Puertos de Colombia, Seccion de Pedidos y Suministros, Carrera 10, No. 15-22, Oficina 702-C, Bogota.

The project consists initially of one pier, 27.75 meters wide by 214.15 meters long, mounted on pre-stressed concrete piles; the floor of the pier will be formed by prefabricated, pre-stressed concrete boxes; dredging, in granulated materials and broken rock, with an approximate volume of 4,800 cubic meters; exploitation of quarries and construction of refills, with an approximate volume of 50,000 cubic meters; construction of railways about 2,400 meters long and of a paved road 500 meters long; water-supply line, sewers and pipeline for pier services; and dismounting and assembly of an existing metal structure, with a covered area of about 3,080 square meters.

Interested companies may examine tender documents at Asociacion Colombiana de Ingenieros Contratistas Calle 19, No. 6-21, Piso 9, Bogota, or in the offices of Frederic R. Harris, Inc., 300 East 42nd St., New York, N.Y. 10017.

Funds provided by the Inter-American Development Bank within the Alliance for Progress Plan will partially finance this project.

3 more sections of Japan's expressway open to bids

The Japan Highway Public Corporation invites international bids for the construction of three more sections of the Tokyo-Nagoya Expressway, Projects U, V, and W.

Firms experienced in expressway construction should submit their prequalification documents by Feb. 12 to the Contract Section, Procurement and Righ-of-Way Department of the head office of the Nihon Doro Kodan, 1-13, 1-chome, Shimbashi, Minatoku, Tokyo.

Interested firms, located in the United States, can obtain a copy of the announcement and a sample copy of information forms for prequalification from the Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230.

Hong Kong display center seeks U.S. exhibitors

An International Display Center (IDC), the first of its kind in Hong Kong, is being established in the new 34-story International Building on the waterfront in the Central District of Hong Kong Island. The Center will feature display units of all kinds, sizes, and designs, accommodating a great variety of products and commodities. Modern facilities and services are offered for the use of American firms, industry associations, State departments of commerce, and port authorities.

The interior of the building is now being finished; a few offices have already been opened. Five lower floors will be devoted to both changing and permanent exhibits by overseas firms, associations, and governmental organizations. The smallest units will rent for HK$285 (about U.S.$50) a month.

Services to be provided as part of all contractual arrangements made with display holders will include storage, security, lighting, air-conditioning, changing of displays, and distribution of literature at the display; multilingual attendants will be employed. Additional services and facilities such as temporary clerical assistance, temporary offices, conference rooms, and a theater, will be available at extra cost.

Copies of a press release and a brochure explaining the purpose and advantages of the Display Center, and a leaflet picturing and describing the International Building, are available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C., 20230.

Requests for further details should be directed to the International Display Center Ltd., International Building, 141 Des Voeux Road, Hong Kong, B.C.C. International Display Center Ltd. is part of a group of firms operating under International Business Development Ltd., Hong Kong.

The International Building will also feature an International Shopping Center (ISC), which will provide opportunities for the American business community. Located on the first two floors, the ISC will be operated as a department store, but with individual sales counters managed by separate firms; only products manufactured outside Hong Kong will be sold on these floors. Further information regarding the Shopping Center may be obtained from International Business Development Ltd., Hong Kong.

Jointing material for plastic cables sought by Pakistan

The Government of Pakistan is inviting bids for the supply of jointing material for plastic terminating cables. These materials will be used in the expansion program of the Pakistan Telegraph and Telephone Department.

The PT&T Department requires 330 lead sleeves, 27" in length; 473 Neoprene or rubber sealing plates, 0.5" in thickness; and 10,000 kilograms of epoxy resins for sealing compounds.

Bid deadline is Feb. 14. The tender No. is Pur. 3-28/64/653.

Tenders in duplicate should be addressed to Mr. F. Rizwi, Purchase Coordinating Officer, Pakistan Telegraph & Telephone Dept., Block No. 48-A, Shahrah-e-Iraq, Karachi, Pakistan.

A copy of the specifications, terms and conditions is available on loan to firms located in the U.S. from the Miscellaneous Metals and Minerals Division, BDSA-6390, Department of Commerce, Washington, D.C. 20236.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

109 Miscellaneous metal ores

GERMANY—Rare earth and rare metals; raw material for ceramic and china. Direct import and/or agency representation. Otavi Minen-und Eisenbahngesellschaft (manufacturer, distributor), 24 Hynspergstrasse, 6 Frankfurt am Main, West Germany. WTD 1/5/66.

151 General building contractors

● **LIBYA**—New Hospital to be constructed in Zleten town. Indivisible Tender No. 817, deadline 10 a.m. March 7. Conditions and specifications available for $84 from Public Works, Tripoli or Benghazi. Deposit of 17% of bid must accompany bid submitted in sealed envelope, numbered and with subject of tender, addressed to Secretary, Central Tenders Board, Ministry of Finance, Al-Shatt St., Tripoli. Successful bidder to pay 5% of cost when signing contract.★ (Telephone: 202-967-3601).

● New Hospital construction in Al-Khoms. Indivisible tender No. 816, bid deadline 10 a.m. March 7. Unreturnable conditions, specifications, other information available for $5.60 from Public Works, Tripoli or Benghazi. Submit bids with accompanying 1% deposit in sealed envelope, with number and subject of tender, to Secretary, Central Tenders Board, Ministry of Finance, Al-Shatt St., Tripoli. Successful bidder to pay 5% of bid when signing contract.★ (Telephone: 202-967-3601).

● Construct 50 three-room houses in Jaghboub. Tender No. 820 is indivisible, bid deadline 10 a.m. Feb. 14. Conditions and specifications available for $14 (not returnable) from Public Works Dept., Benghazi. Submit bids and preliminary 1% deposit in sealed envelope, with number and subject of tender, to Secretary, Central Tenders Board, Ministry of Finance, Al-Shatt St., Tripoli.

161 Highway, street construction

● **LIBYA**—International tenders for construction of 186½ mile road from Nalut to Ghadames. Tender No. 799, bid deadline 10 a.m. April 16. Tender documents, drawings, specifications, general conditions (unreturnable)

available for $1,120 from Roads Dept., Tripoli. Bids and guarantee of $280,000 to be mailed to Secretary, Central Tenders Board, Tripoli. Copy★ (Telephone: 202-967-3601).

200 Food

SWEDEN—All kinds of foods, canned, dehydrated, frozen; raw materials for food and confectionery industries; direct purchase and agency. Ekman & Becksen AB (agent), Kristinelundsgatan 16, Goteborg. WTD 12/3/65.

203 Canning, preserving foods

★★ SOMALI—Trade Mission

Canned vegetables, soups. Haji Ahmed Yusuf (importer), P.O. Box 93, Hargeisa. WTD 11/24/65. TM 8.

Food. The Modern Trading Co. (importer), P.O. Box 260, Hargeisa. WTD 4/29/65. TM 23.

204 Grain mill products

★★ SOMALI—Trade Mission

Rice, flour. The Modern Trading Co. (importer), P.O. Box 260, Hargeisa. WTD 4/29/65. TM 21.

221 Broad woven fabric mills, cotton

FRANCE—Printed cotton fabrics for women's blouses and dresses. Intertextyl, Sarl (manufacturer, importer, dealer), 105 Avenue Parmentier, Paris 11e. WTD in preparation.

NORWAY—Cotton shirting material; heavier weights; combed yarn; color woven or bleached; top-quality no-iron properties; direct purchase and agency. Lars S. Riise (manufacturers' agent), 22 Vestre Torvgate, Bergen. WTD 1/4/66.

★★ SOMALI—Trade Mission

Cotton textile sheeting. Panachand Bahanjee & Bros. (importer), P.O. Box 20, Hargeisa. WTD 11/6/65. TM 27.

Textiles. The Modern Trading Co. (importer), P.O. Box 260, Hargeisa. WTD 4/29/65. TM 22.

222 Broad woven fabric mills, manmade fiber, silk

NORWAY—Material for inexpensive trousers with high content of polyester mixed with spun rayon, in melange or colored woven; weights around 13 oz. a running yard, 59″ width, fairly fine weave; prices about $1.50 per yd. f.a.s., direct purchase and agency. Lars S. Riise (manufacturer's agent), 22 Vestre Torvgate, Bergen. WTD 1/4/66.

Warp-knitted nylon shirting material; plain white or structured; dyed; weight approximately 2.8 oz. per sq. yd.; prices preferably not to exceed 44 cents per sq. yd.; direct purchase and agency. Lars S. Riise (manufacturers' agent), 22 Vestre Torvgate, Bergen. WTD 1/4/66.

225 Knitting mills, products

NORWAY—Ladies' underwear of cotton or nylon; ladies' nightwear of cotton, rayon or nylon; ladies' and children's knitwear, especially twin sets, in Orlon or Dacron. Willy D. Andersen, Bryggen 7, Bergen. WTD being prepared.

Men's and boys' nylon socks; direct purchase and agency. Willy D. Andersen, (manufacturers' agent), Bryggen 7, Bergen. WTD being prepared.

227 Floor covering mills, products

GERMANY—Wall-to-wall tufted carpets; direct purchase and agency; requests price quotations cif Hamburg or Bremen in DMs. Wilhelm Herfen (sales agent), Werksvertretungen, 87 Bismarkstrasse, 4 Duesseldorf. WTD 1/11/66.

LIBERIA—Carpets and rugs, woolen and cotton; importer, wholesaler, retailer requests quotations cif Monrovia. Carpeting in bales acceptable. C. F. Wilhelm Jantzen (Liberia) Ltd., P.O. Box 300, Monrovia. WTD 3/3/65.

229 Textile goods

NORWAY—Plaited twine of polypropylene for use in making heavy nets for fishing trawlers; twisted, colored, multi-filament polypropylene; direct purchase and agency. Lars S. Riise (manufacturer's agent), 22 Vestre Torvgate, Bergen. WTD 1/4/66.

230 Apparel

SWITZERLAND—Leisurewear for women, men, boys, girls; all types, all fabrics and materials. Casual sportswear. Aprons. Direct purchase and agency. Voga Ltd. (importer, retailer, manufacturers' representative, commission agent), Falkensteinstrasse 27, Postfach, 9006 St. Gallen. WTD 1/10/66.

232 Men's, youths', boys' furnishings

FRANCE—Men's bathing suits, cotton. Intertextyl, Sarl (manufacturer, importer, dealer), 105 Avenue Parmentier, Paris 11e. WTD in preparation.

THAILAND—Men's sport coats and slacks, summer weight. Requests prices and catalogs. Central Trading Co., Ltd. (importer, wholesaler, retailer), 677 Panurangsri Rd., Wangburapa, Bangkok. WTD 12/2/64.

233 Women's, misses', juniors' outerwear

FRANCE—Women's and misses' dresses, blouses, suits. Direct purchase and agency. Requests replies in French. Michele Granger (Couture), 133 Rue de Sevres, Paris 6e. WTD in preparation.

Women's bathing suits, cotton; women's blouses and dresses. Intertextyl, Sarl (manufacturer, importer, dealer), 105 Avenue Parmentier, Paris 11e. WTD in preparation.

NORWAY—Cardigan sets of Orlon for women and girls; direct purchase and agency. Haakon Kvamso (manufacturer's agent), Strandkaien 6, Bergen. WTD being prepared.

Nylon dusters with and without lining, for women and girls; direct purchase and agency. Willy D. Andersen (manufacturer's agent), Bryggen 7, Bergen. WTD being prepared.

THAILAND—Diapers and children's under- and outer-garments; shoes for babies to 2 yr.-old children. Ladies' blouses, summer weight without sleeves, cotton-knit and synthetic fibers. Prices and catalogs requested; direct purchase and agency. Central Trading Co., Ltd. (importer, wholesaler, retailer), 677 Panurangsri Rd., Wang Burapa, Bangkok. WTD 12/2/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 206, Loussac-Sogn Building. Phone 272-4551.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone 526-6000.

BALTIMORE, MD., 21202, Rm. 1065, U.S. Customhouse, Gay and Lombard Sts. Phone Plaza 2-8460 Ext. 3784.

BIRMINGHAM, ALA., 35203, 908 18th Bldg., 3500 Third Ave., North. Phone 252-5131.

BOSTON, MASS., 02110, Room 3310, 80 Federal St. Phone CApital 2-3513.

BUFFALO, N.Y., 14203, 904 Federal Bldg., 117 Ellicott St. Phone 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone 343-6196.

CHEYENNE, WYO., 82001, 4022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone 634-3728.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone 828-4450.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone 241-7000.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone Riverside 9-2387.

DENVER, COLO., 80202, 14457 Fed. Bldg., 20th & Stout Sts. Phone 297-3246.

DES MOINES, IA., 50309, 1216 Passwood Bldg., 309 Grand Avenue. Phone 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone 226-6088.

GREENSBORO, N.C., 27402, Room 478, U.S. Post Office Bldg. Phone 379-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1452 Kalakaua Ave. Phone 588-977.

HOUSTON, TEX., 77002, 5103 Federal Bldg., 515 Rusk Ave. Phone CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Gunby Bldg., 208 Laura St. Phone Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2611, 911 Walnut St. Phone BAltimore 1-0700.

LOS ANGELES, CALIF., 90015, Room 1015, Western Pacific Bldg., 1031 S. Broadway. Phone 688-3833.

MEMPHIS, TENN., 38103, 545 Federal Office Bldg., 167 N. Main St. Phone 534-3214.

MIAMI, FLA., 33130, Rm. 1626, Federal Office Bldg., 51 S.W. 1st Ave. Phone 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone WA 5-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 220 S. W. Morrison St. Phone 226-3361.

RENO, NEV., 89502, Room 2038, Federal Bldg., 300 South St., Phone 784-5203.

RICHMOND, VA., 23240, 3105 Federal Bldg., 400 North 8th St. Phone 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone MAin 3-4543.

SALT LAKE CITY, UTAH, 84111, 2550 Federal Bldg., 125 So. State St. Phone 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 635, 605 Condado Ave. Phone 725-4540.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone MA 2-5615.

236 Girls', children's, infants' outerwear

FRANCE—Girls' blouses. Intertextyl, Sarl (manufacturer, importer, dealer), 105 Avenue Parmentier, Paris 11e. WTD in preparation.

GERMANY—Outerwear, all types, low and medium price range for infants up to age 6. Gebr. Leffers (department store), 54-68 Faulenstrasse, 28 Bremen 1. WTD 7/28/65.

NORWAY—Children's wear of all kinds; direct purchase and agency. Willy D. Andersen (manufacturer's agent), Bryggen 7, Bergen. WTD being prepared.

Children's wear of all kinds; direct purchase and agency; requests quotations c.i.f. Haakon Kvamso (manufacturer's agent), Strandkaien 6, Bergen. WTD being prepared.

238 Apparel, accessories

NORWAY—Ladies' housecoats of nylon and Dacron; direct purchase and agency. Haakon Kvamso (manufacturer's agent), Strandkaien 6, Bergen. WTD being prepared.

239 Fabricated textile products

GERMANY—Terry towels, bath, hand, wash cloth, also coordinated bath sets in cartons for gifts. Gebr. Leffers (department store), 54-68 Faulenstrasse, 28 Bremen 1. WTD 7/28/65.

241 Logging camps, logging contractors

● **SUDAN**—Larch or pine poles, 300 units, 28-ft., pressure treated. Contract No. 195, bid deadline Feb. 14. Ministry of Communications, Dept. of Posts & Telegraphs, Controller of Stores & Workshops, Khartoum.★ (Telephone: 202-WO 7-3359).

251 Household furniture

LIBERIA—Upholstered and non-upholstered household furniture of wood for living rooms, dining rooms, bedrooms, and accessory use, in completely or partially knocked down condition. Importer, wholesaler, retailer requests quotations cif Monrovia. C. F. Wilhelm Jantzen (Liberia) Ltd., P.O. Box 300, Monrovia. WTD 3/3/65.

263 Paperboard mills, products

● **BURMA**—290,000 sheets of paperboard of various colors and dimensions. Tender No. 233/IRM/14-BR(65-66), bid deadline Feb. 23. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-3003).

266 Building paper, building board mills

★★ **SOMALI—Trade Mission**

Wallboard. Panachand Bahanjee & Bros., (importer), P.O. Box 20, Hargeisa. WTD 11/6/65. TM 26.

281 Industrial chemicals

BRAZIL—Basic bulk chemicals (not compounds) for heavy industry; wholesaler desires exclusive representation, price quotation Rio de Janeiro. Sadicoff S.A. Comercio e Industria, Rua Barao de Sao Felix 66, loja, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/30/65.

Ammonium bicarbonate, barium carbonate, barium chloride, basic lead carbonate, boric acid, borax, diethylene glycol, magnesium carbonate, paraffin, phosphoric acid, pine oil, potassium carbonate, potassium hydroxide, potassium permanganate, propylene glycol, sodium bicarbonate, sodium cyanide, sodium nitrite, sodium sulfate, sorbitol, triethanolamine, zinc chloride, xylenol. Direct purchase or agency, Requests replies in Spanish or Portuguese. Comex S.A. Produtos Quimicos (wholesale, representative), Avenida Rio Branco 156, 17 andar, sala 1720, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/30/65.

Basic bulk chemicals (not compounds) for manufacture of fertilizers and agricultural pesticides; other basic bulk chemicals (not compounds) for general industrial use. Irmaos Simon Importacao e Exportacao S.A. (wholesaler), Avenida Presidente Vargas 446, 7° andar, Rio de Janeiro ZC-00. Estado da Guanabara. Caixa Postal 2992 ZC-00. WTD 6/30/65.

● **BURMA**—Caustic soda solid, 98% up NaOH, 3,308.1 m.t. Ship 1,658.1 tons in March and 1,650 tons in June in 300 kg. drums. Caustic soda flakes, 98% up NaOH 1,073 tons. Ship 538 tons in March and 535 tons in June in 50 kg. drums. Tender rates to be in pound sterling net. Both f.o.b. port of shipment and c&f rates should be quoted. Tender No. IT. 3/11/65-66, bid deadline Feb. 25. Trade Corporation No. 11, Chemicals & Dyes, 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3465).

NORWAY—Raw materials for paint industry; direct purchase and agency. Bjorn B. Knudsen A/S (manufacturer's agent), Markeveien 3, Bergen. WTD being prepared.

282 Synthetic materials

AUSTRALIA—Exterior building finishes with 10-year life that resist oil, grease, dirt, and can be sprayed, brushed or rolled on. Direct purchase and agency. Marbleface Pty. Ltd. (manufacturer), 139 Penshurst St., Willoughby, N.S.W. WTD 12/14/65.

GERMANY—Plastic and linoleum floor coverings; direct purchase and agency; requests price quotations cif Hamburg or Bremen in DMs. Wilhelm Herfen, (sales agent), Werksvertretungen, 87 Bismarckstrasse, 4 Duesseldorf. WTD 1/11/66.

High pressure polyethylene granulates for production of polyethylene foils, bags, carrier bags, etc. Requests price quotations cif Rotterdam; replies in German. Ewald Schoeller & Co. (manufacturer, exporter), 55-57 Schoenthalerstrasse, 5163 Langerwehe/Krs. Dueren. WTD 1/7/66.

283 Drugs

BRAZIL—Basic bulk organic and inorganic chemicals and their derivatives (not compounds) for manufacture of pharmaceutical products. Irmaos Simon Importacao e Exportacao S.A., Avenida Presidente Vargas 446, 7° andar, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 2992 ZC-00. WTD 6/30/65.

Basic bulk chemicals (not compounds) for manufacture or pharmaceutical products; wholesaler desires exclusive representation for all Brazil; price quotation Rio de Janeiro. Sadicoff S.A. Comercio e Industria, Rua Barao de Sao Felix 66, loja, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/30/65.

FRANCE—Veterinary pharmaceutical preparations, such as serums and vaccines for dogs and cats. Requests replies in French. Vetoquinol S.A. (manufacturer, dealer), Magny Vernois, 70 Lure, B.P. 42, Hte Saone. WTD in preparation.

★★ **SOMALI—Trade Mission**

Complete line of human drugs and medicines. Medical Pensione (wholesaler), P.O. Box 21, Hargeisa. WTD 11/24/65. TM 32.

TRINIDAD—Organic lecithin in granular form. Direct purchase and agency. D. M. Walsh, Son & Co. (importers, general agents), P.O. Box 841, 16 Frederick St., Apt. 28, 2nd Fl., Port of Spain. WTD 10/8/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

★★ **SOMALI—Trade Mission**

Powdered soap, toilet soap. Haji Abdullahi Sheikh Ibrahim Abusita (importer, exporter), P.O. Box 346, Hargeisa. WTD 4/29/65. TM 5.

287 Agricultural chemicals

BRAZIL—Basic bulk fertilizer materials (not compounds) for manufacture of fertilizers; basic bulk chemicals (not compounds) for manufacture of agricultural pesticides. Wholesaler desires exclusive representation, price quotation Rio de Janeiro. Sadicoff S.A. Comercio e Industria, Rua Barao de Sao Felix 66, loja, Rio de Janeiro ZC-05, Estado de Guanabara. WTD 6/30/65.

295 Paving, roofing materials

★★ **SOMALI—Trade Mission**

Roofing. Panachand Bahanjee & Bros. (importer), P.O. Box 20, Hargeisa. WTD 11/6/65. TM 24.

301 Tires, tubes

IRAQ—Tires and tubes for tractors and combines. Ibrahim al-Jadir & Co. (importer, wholesaler), retailer), Bab-Lagash, Mosul. WTD 5/28/65.

302 Rubber footwear

★★ **SOMALI—Trade Mission**

Rubber and plastic footwear. Panachand Bahanjee & Bros., (importer), P.O. Box 20, Hargeisa. WTD 11/6/65. TM 28.

307 Plastic products

SWITZERLAND—Plastic items, all types including bathroom accessories, curtains, tablecloths; household utensils. Direct purchase and agency. Voga Ltd. (importer, retailer, manufacturer's representative, commission agent), Falkensteinstrasse 27, Postfach, 9006 St. Gallen. WTD 1/10/66.

314 Footwear, except rubber

★★ **SOMALI—Trade Mission**

Shoes for men, women, children. The Modern Trading Co. (importer), P.O. Box 260, Hargeisa. WTD 4/29/65. TM 20.

317 Handbags

JAPAN—Women's handbags in all price ranges. Fuji International Trade Consultant (importer/exporter), c/o Osaka International Trade Center, 2 Tamae-cho 2-chome, Kita Ku, Osaka. WTD 10/16/64.

324 Cement, hydraulic

AUSTRALIA—Exterior building finishes with 10-year life that resist oil, grease, dirt, and can be sprayed, brushed or rolled on. Direct purchase and agency. Marbleface Pty. Ltd. (manufacturer), 139 Penshurst St., Willoughby. WTD 12/14/65.

325 Structural clay products

TRINIDAD—Ceramic floor and wall tiles. Tom Phillip Construction Co., Ltd. (importer, wholesaler, retailer, commission merchant), la Eastern Main Rd., Mt. Lambert. WTD 10/28/65.

326 Pottery related products

TRINIDAD—Vitreous china plumbing fixtures, china and earthenware fittings, bathroom accessories. Tom Phillip Construction Co., Ltd. (importer, wholesaler, retailer, commission merchant), la Eastern Main Rd., Mt. Lambert. WTD 10/28/65.

327 Concrete, gypsum, plaster products

★★ **SOMALI—Trade Mission**

Building materials. Panachand Bahanjee & Bros. (importer), P.O. Box 20, Hargeisa. WTD 11/6/65. TM 25.

328 Cut stone products

FRANCE—Building materials, such as marble sidings and floorings. Direct purchase and agency. Requests replies in French. Aremat, S.A. (importer, dealer), 10 Rue Chardin, Paris 16e. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRALIA—Building siding or cladding of fire-resistant material. Direct purchase and agency. Marbleface Pty. Ltd. (manufacturer), 139 Penshurst St., Willoughby, N.S.W. WTD 12/14/65.

● **BURMA**—Numerous quantities of nonclay refractories for use as furnace lining materials at steel mill. Tender No. Q/54/SM-MCY/4/7, bid deadline Feb. 15. General Manager Steel Mill, Ywama, Insein, Burma.

One set of specifications and drawings available for examination in Rm. 4228, Iron & Steel Division, Department of Commerce, Washington, D.C.

331 Steel mill products

● **AUSTRALIA**—Pipe, 4208 ft. of 30″ dia., 5/16″ thick, cement lined and externally protected, together with jointing materials. Tender —"Supply of 30″ Diameter Steel Pipes," bid deadline Feb. 24. The Town Clerk, Launceston, Tasmania suggests that interested companies contact him by airmail direct and copies of specifications, etc., will be posted immediately. Copy of the tender documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● **ECUADOR**—692 tons of reinforcing bars, size range ¼″ to 1¼″. Tender No. 4, bid deadline March 7. Bids must be submitted in Spanish. Copies of tender documents may be obtained from Jefe del Departamento Administrativo, Instituto Ecuatoriano de Obras Sanitarias, Avenida 6 de Diciembre-antes Montalvo-246 y Piedrahita, Casilla Postal 680, Quito. Copy of documents may be examined in the Iron & Steel Division, Rm. 4222, Department of Commerce, Washington, D.C.

FRANCE—Construction steels; special steels. Direct purchase and agency. Etablissements Perriere (importer, dealer), 10 Rue Florian, Pantin (93). WTD 11/3/65.

● **GREECE**—Electric welded pipe: 10,000 meters 12″ dia., 3/16″ thk and 5,000 meters 16″ dia., 3/16″ thk. Tender No. 1232, bid deadline Feb. 24. Societe Anonyme Hellenique des Eaux, Purchasing Dept., 4 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-2363).

● Electric welded pipe: 5,000 meters 36″ dia., 3/8″ thk. Tender No. 1231, bid deadline Feb. 22. Societe Anonyme Hellenique des Eaux. Purchasing Dept., 4 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-2363).

● **INDIA**—4,000 metric tons of spring steel slabs and billets. Tender No. S-66, bid deadline Feb. 8. The Director, Wagon Production, Ministry of Railways (Railway Board), Rail Bhavan, Raisina Rd., New Delhi. Tender documents available for $2.10 each (nonrefundable) from India Supply Mission (Ref. No. D/ENQ/1956), 2536 Massachusetts Ave. N.W., Washington, D.C. 20008. Copy may be examined in the Iron & Steel Division, Rm. 4222, Department of Commerce, Washington, D.C.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **IRAQ**—Pipe: 6,000 ft. 12″ dia. Tender No. 38/65, bid deadline Feb. 15. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2363).

● **PAKISTAN**—Plates, 570 tons; angles, 195 tons; anchors, 30 tons; chains, 95 tons; wire rope, 4,500 meters and 30 tons of sheets. Tender No. IWTA/P/116/65, bid deadline Feb. 26. East Pakistan Inland Water Transport Authority. DIT Bldg. Annex, 2nd Fl., Motijheel, Dacca-2.★ (Telephone: 202-WO 7-2363).

TRINIDAD—Reinforcing steel such as plates, sheets, strips, rods, bars, tubing. Tom Phillip Construction Co., Ltd. (importer, wholesaler, retailer, commission merchant) la Eastern Main Rd., Mt. Lambert. WTD 10/28/65.

333 Primary smelting, refining of nonferrous metals

FRANCE—Special metals for electronics: molybdenum, tungsten, tantalum, etc. Direct purchase and agency. Etablissements Charles Balloffet (importer, dealer), 10 Rue Pergolese, Paris 16e. WTD in preparation.

● **INDIA**—Tin ingots, grade (99% purity) 35 m.t. Tender No. P/SR-5/504/25/169, bid deadline 10 a.m. Feb. 17. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 (in advance) from India Supply Mission, (Ref. No. D/ENQ/1948), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—One-inch nickel cathodes, in large plates and small rods. Cellerin, S.A. (importer, wholesaler), 107 Avenue Jean Jaures, La Courneuve, Seine. WTD in preparation.

Coaxial cable, flexible, 450° C insulation, 3 conductors. Mr. Osorio (private business), 17 Rue Ambroise Pare, Colombes (Seine). WTD in preparation.

336 Nonferrous foundries

FRANCE—Semi-finished nonferrous metal products. Direct purchase and agency. Etablissements Perriere (importer, dealer), 10 Rue Florian, Pantin (93). WTD 11/3/65.

342 Cutlery, hand tools, general hardware

FRANCE—Metal hardware, for furniture use. Requests replies in French. Compagnie Commerciale et Industrielle du Midi (C.C.I.M.) (importer, wholesaler), 14 Rue Roquepine, 75 Paris (8). WTD 11/10/65.

SPAIN—Hand tools for automotive trade. Direct purchase and exclusive agency. Zarum, S.A. (importer, wholesaler, agent), Virgen de Lourdes 16, Madrid (17). WTD 1/7/66.

TRINIDAD—All types of builders' hardware such as nuts, bolts, screws, nails, locks, lock sets. Tom Phillip Construction Co., Ltd. (importer, wholesaler, retailer, commission merchant), la Eastern Main Rd., Mount Lambert. WTD 10/28/65.

343 Heating apparatus, plumbing fixtures

● **EL SALVADOR**—100 hydrants: 80 with bell pipe joint—4″ dia.; 20 with bell pipe joint—6″ dia. Tender No. IM 3/66, bid deadline Feb. 22. Local agent would be helpful in obtaining bid. U.S. $120 deposit required with all bids. Specifications, terms and conditions are in Spanish; Spanish preferred in correspondence. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a. Avenida Norte No. 512, San Salvador.★ (Telephone: 202-967-3601).

GERMANY—Heating boilers of steel for household gas burners. Requests price quotations cif European ports; direct purchase and agency. Sieg-Herd-Fabrik GmbH. (manufacturer, exporter), Postfach 520, 591 Buschhuetten Kr. Siegen/W. WTD 1/10/66.

Flexible duct connectors, damper linkage and hardware, damper quadrants, damper regulators, duct tape, twin strip louver runners, turning vanes, vane runners, sheet metal screws, air diffusers, for use in heating and air-conditioning installations. Offers in German should be on a cif Hamburg basis; direct purchase and agency. Hermann Wiedemann (importer, wholesaler), Hildesheimer Strasse 68, 3011 Rethen/Leine. WTD 1/6/66.

IRAN—Boiler and accessories for finishing plant of textile factory; boiler should consume five tons of water per hour and be able to withstand a pressure of 10-atmospheres. Zayandeh Rud Textile Factory (government textile factory), Industry Protection Board, Isfahan.

344 Fabricated structural metal products

AUSTRALIA—Building siding or cladding of fire-resistant material. Direct purchase and agency. Marbleface Pty. Ltd. (manufacturer), 139 Penshurst St., Willoughby, N.S.W. WTD 12/14/65.

345 Screw machine products

● **BURMA**—Various sizes, types, quantities of washers, wood screws, panel pins, hinges. Tender No. 501/T/Const/E.S.B. 65-66, bid deadline Feb. 28. Controller of Central Stores Dept., Electricity Supply Board, Ahlone, Rangoon.★ (Telephone: 202-WO 7-5589).

★★ **SOMALI—Trade Mission**

Screws, nuts, bolts, metal screws. Panachand Bahanjee & Bros. (importer), P.O. Box 20, Hargeisa. WTD 11/6/65. TM 29.

SPAIN—Fasteners, such as anchors, steel bolts and studs, wall and ceiling hooks. Zarum, S.A. (importer, wholesaler, agent), Virgen de Lourdes 16, Madrid (17). WTD 1/7/66.

351 Engines, turbines

● **COLOMBIA**—Supply and installation of hydro-mechanical equipment at the Hydro-Electric Plant of Prado, Tolima, Colombia. Tender No. 215-20, bid deadline April 12. Specifications may be obtained from Institute of Water Works & Electrical Development, Carrera 13, No. 27-00, Office 302, Bogota, upon payment of $150 for first copy, $75 for additional copies.

● **THAILAND**—One 70 mw hydraulic turbine driven a.c. generator and accessories for installation at Bhumibol Power Plant, Thailand. Tender No. YEA 54/2508-402, bid deadline Feb. 15. Yanhee Electricity Authority, Rama VI Bridge, Mondhaburi.★ (Telephone: 202-WO 7-4241).

● One 98,350 metric hp. hydraulic turbine and governor for installation at Bhumibol Power Plant, Thailand. Tender No. YEA-53/2508-401, bid deadline Feb. 15. Yanhee Electricity Authority, Rama VI Bridge, Nondhaburi.★ (Telephone: 202-WO 7-4241).

● **TURKEY**—Prequalification applications requested from firms for supply of 4 each, vertical Francis turbines, capacity 250,000 hp. at 166.67 rpm with auxiliary equipment and suitable for operation under design head of 145 meters. Bid deadline Feb. 21. DSI Barajlar ve Hidroelektrik Santrallar Dairesi Ruzgarli So-

kak, Catal Han Ulus, Ankara.★ (Telephone: 202 WO 7-4241).

352 Farm machinery

IRAQ—Spare parts for tractors and combines. Ibrahim al-Jadir & Co., (importer, wholesaler, retailer), Bab-Lagash, Mosul. WTD 5/28/65.

353 Construction, mining, materials handling machinery

● **BURMA**—Two truck mounted drills, rotary table—oil bevel gear type, 30" hyd. opening through spindle 6½", rotative speeds are 34, 70, 130 and 220 rpm; one truck mounted drill, rotary table—oil bath spiral bevel gear type, opening through spindle 8¾", Kelly bushing equipment 4¾" x 38'; 4 diamond core drills, power unit—water-cooled diesel engine 4 cyl. hp./rpm. 36/2200; 3 diamond core drills, power unit—heavy duty diesel engine 51 hp., clutch—10" over-centre, single plate, dry disc type. Tender No. 77/65-66, bid deadline Feb. 15. Deputy Director General (Procurement), Mineral Development Corp., 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

GERMANY—Conveyor systems and equipment; materials handling machines and equipment; similar rationalizing equipment; all for industrial use. Industria Hans H. Tuexen KG. (importer, wholesaler), Kieler Strasse 9, 2362 Wahlstedt. WTD 3/15/65.

SPAIN—Earth moving equipment, all kinds; must be new. Direct purchase and exclusive agency. Coverma, S.A. (importer, wholesaler, agent), General Oraa 23, Madrid (6). WTD 6/10/65.

● **TAIWAN**—One set of roller type mill for phosphate rock grinding, capacity 7 m.t. minimum per hour. Tender No. GF4C-23319(S), bid deadline Feb. 14. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

● **BURMA**—Lathe, 18" swing, 9" height of center, 48" distance between centers. Electric hardening furnace, temperature up to 1600° C, length 23" x width 16½" x height 12". Tender No. 11/(T)/MCY-BR/(65-66), bid deadline Feb. 9. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon,★ (Telephone: 202-WO 7-5652).

Wire nail-making machines to manufacture nails ranging from 3/8" x 2" to 2" x 2½". Tender No. 53/SM-MCY/7/17, bid deadline Feb. 12. General Manager, Ywama Steel Mill, Insein.★ (Telephone: 202-WO 7-5652).

FRANCE—Diamond saws. Direct purchase and agency. Requests replies in French. Aremat S.A. (importer, dealer), 10 Rue Chardin, Paris 16e. WTD in preparation.

Pneumatic tools. Les Outils Pneumatiques Globe, S.A. (importer, dealer), 143 Avenue du General de Gaulle, La Garenne Colombes 92. WTD 12/16/65.

SPAIN—Pneumatic tools and accessories such as air sanders, nail drivers. Power driven hand tools and bolt-firing tools, milling machines and spare parts, lathes, shapers, grinders. Zarum, S.A. (importer, wholesaler, agent), Virgen de Lourdes 16, Madrid (17). WTD 1/7/66.

355 Special industry machinery

● **BURMA**—9 portable, insulating oil filters for filteration of insulating oils used in transformers, switchgears and other electrical equipment, with a capacity of 80 to 100 imperial gallons per hour; assorted accessories. Tender No. 3(T)/MCY-ESB/65-66, bid deadline March 4. Controller of Central Stores Dept., Electricity Supply Board, Ahlone, Rangoon.★ (Telephone: 202-WO 7-5589).

ETHIOPIA—Popcorn making machinery. Requests full descriptive catalogs with prices cif Ethiopian ports. Manuel D. Teochgerian (retailer), P.O. Box 1132, Addis Ababa. WTD 12/27/65.

FRANCE—Sawing machines for marble, granite, stone. Direct purchase and agency. Requests replies in French. Aremat, S.A. (importer, dealer), 10 Rue Chardin, Paris 16e. WTD in preparation.

KENYA—Glass-making machinery: blowing, molding, forming, grinding, polishing. Copy of specification for machinery available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Emco Glass Works Ltd., P.O. Box 1203, Nairobi. WTD 12/9/64.

NEPAL—Complete plant, soft drink bottling; capacity 60 bottles per minute. Desires catalogs, quotations cif Calcutta. Kunj Behari & Co., Putali Sarak, Kathmandu. WTD 9/29/64.

★★ **SOMALI—Trade Mission**

Complete bakery operating on diesel oil burner driven by electric motor 220/230 v. ac; capacity of mixing and baking 2,500 lb. of flour in 2 shifts each of 1,250 lb. Haji Ahmed Ayash (manufacturer, baker), P.O. Box 22, Hargeisa. WTD 11/24/65. TM 7.

TURKEY—Single, semi-automatic machines for cotton textile manufacture. Requests quotations, specifications. Izmir Pamuk Mensucat (manufacturer), 1201 Sokak Dereboyu, Halkapinar, Izmir. WTD 1/3/66.

Spinning and weaving machinery, especially warping machines and spoolers. Selected semi-automatic machines desired, not large automatic plant units. Requests quotations, specifications. T.A.C. Sanayi ve Ticaret A.S. (manufacturer), P.K. 548, Izmir. WTD 1/12/66.

● **VIET-NAM**—Supply of equipment for manufacturing pharmaceutical tablets, including 2 mixers, working capacity 35 gallons; 1 oscillating granulator, up to 500 kg capacity; 3 rotary tabletting machines—one up to 335 tablets per minute and two up to 1,200 tablets per minute—with punches, dies, other accessories; 2 tablet counters, filling 15 bottles per minute; equipment for manufacturing of glass ampoules; 2 laboratory water demineralizers. Tender No. 2080-05016, bid deadline Feb. 18. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5589).

● 150 vacuum extractors, complete with extraction cups. Tender No. 2073-04016, bid deadline Feb. 16. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5589).

356 General industrial machinery

GERMANY—Equipment for automating power presses, such as devices for feeding strip stock, coil handling and processing, peeling mechanism, real and straightener units, levelers, roll feed and scrap cutter, gripper feed, transfer units, sheet feeders, stacking devices. Mr. Hermsen, Adam Richter Maschinenfabrik GmbH, P.O. Box 8, 3503 Kassel-Lohfelden. WTD 1/7/66.

357 Office, computing, accounting machines

FRANCE—Business form treating machines; data processing subsidiary equipment. Direct purchase and agency. Societe Technico-Commerciale des Machines Automatiques Modernes (TECHNICOMER) (importer, manufacturer, dealer, agent), 4 Place de Valois, Paris 1er. WTD in preparation.

358 Service industry machines

● **VIET-NAM**—Electric household refrigerators, 10 of 8.1 cubic ft. capacity; 10 of 11 cubic ft. capacity; 4 blood bank refrigerators 15.1 cubic ft. capacity; 40 window mounted, self-contained air-conditioning units, 12,000 BTU's per hour capacity. Tender No. 2079-05016, bid deadline Feb. 18. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5589).

361 Electric transmission, distribution equipment

VENEZUELA—Transformers for fluorescent lamps, 110 v. 50/60 cycles; requests replies in Spanish. C. A. El Equipo Electrico, Sucra. de J. Lavaud e Hijo (importer, distributor), Aptdo. 12728, Caracas. Dr. Paul a Chorro 22/2 y 3, Edificio Tauben, Caracas. WTD 1/3/66.

362 Electrical industrial apparatus

● **BURMA**—One transformer type, 300 amp, double operator welder; two 50-ton hydraulic jacks, closed height 11". Tender No. 5(Q) MCY/PORT/(1965-66), bid deadline Feb. 28. Stores Officer, Board of Management for the Port of Rangoon, Rangoon.★ (Telephone: 202-WO 7-5652).

FRANCE—Electrical resistors and resistor units. Etablissements Geka (manufacturer, dealer), 41 Avenue du Gal Leclerc, Le Plessis Robinson (92). WTD in preparation.

Automatic electro-mechanical devices. Direct purchase and agency. Techniques d'Automatisme (manufacturer, dealer), 25 Rue de Brest, Courbevoie (92). WTD 12/18/65.

● **INDIA**—Supply of 33 kv or 11 kv static shunt capacitors for various grid sub-stations in Bhakra and Chambal hydro-electric supply regions. Tender No. TN-36, bid deadline April 1. Tender forms and specifications may be obtained from the Office of the Superintending Engineer, Rajasthan State Electricity Board (Project Circle), Jaipur. Documents available for nonrefundable fee of $10.50, payable to the Accounts Officer.

● **LIBYA**—Two 1500 kw mobile diesel generators. Tender No. 45, bid deadline Feb. 7. Specifications available for $42 from Secretary of the Tenders Committee, Electricity Corporation of Tripolitania, 1 Sharia Halab, Tripoli, Libya.

● **THAILAND**—Five 300 amp d.c. rectifier type, six 300 amp a.c. transformer type portable rubber wheeled welders. Tenders No. 08558 and 08559 respectively, bid deadline Feb. 7. Procurement Division, State Railways of Thailand, Krungkasem Rd., Yodse, Bangkok.★ (Telephone: 202-WO 7-5652).

● **TURKEY**—Supply 58 diesel generators ranging in size from 75 kw to 300 kw, transformers, circuit breakers, relays, switches, meters, lightning arrestors, auxiliary equip-

ment, for installation in 125 cities. Bid deadline Feb. 15. General Administration, Iller Bank, Ankara.★ (Telephone: 202-WO 7-4241.)

363 Household appliances

FRANCE—Household cooking equipment: stoves, ranges, cooking appliances: grills, percolators, toasters. Food mixers; refrigerators; laundry equipment; vacuum cleaners. Direct purchase and agency. Requests replies in French. Compagnie Commerciale et Industrielle du Midi (C.C.I.M.) (importer, wholesaler), 14 Rue Roquepine, Paris 8e. WTD 11/10/65.

★★ SOMALI—Trade Mission

Electrical equipment. The Modern Trading Co. (importer), P.O. Box 260, Hargeisa. WTD 4/29/65. TM 19.

SWITZERLAND—Household kitchen and other appliances, equipment, gadgets, all kinds. Direct purchase and agency. Voga Ltd. (importer, retailer, manufacturers' representative, commission agent), Falkensteinstrasse 27, Postfach, 9006 St. Gallen. WTD 1/10/66.

VENEZUELA—Small electric household appliances, 110 v. 50/60 cycles; requests replies in Spanish. C. A. El Equipo Electrico, Sucra. de J. Lavaud e Hijo (importer, distributor), Aptdo. 12728, Caracas. Dr. Paul a Chorro 22/2 y 3, Edificio Tauben, Caracas. WTD 1/3/66.

364 Electric lighting, wiring equipment

LIBERIA—Electric lighting fixtures for residences, including lamps for boudoir, desk, floor, table, vanity; importer, wholesaler, retailer requests quotations cif Monrovia. C. F. Wilhelm Jantzen (Liberia) Ltd., P.O. Box 300, Monrovia. WTD 3/3/65.

● **TURKEY**—Two marine type searchlights, complete with lamps, clear view screen, 2000 watts, 220 v. d.c. Tender No. 965-3097, bid deadline Feb. 9. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank).★ (Telephone: 202-WO 7-4241).

VENEZUELA—Electric lamps, decorative type; requests replies in Spanish. C.A. El Equipo Electrico, Sucra. de J. Lavaud e Hijo (importer, distributor), Aptdo. 12728, Caracas. Dr. Paul a Chorro 22/2 y 3, Edificio Tauben, Caracas. WTD 1/3/66.

365 Radio, television receiving sets

CYPRUS—Radio and television receiving sets. Request agency agreement and direct purchase, replies from manufacturers only. Pangratis Liveras & Son (manufacturers' representatives, importers, distributors), P.O.B. 1883, Nicosia. WTD 11/17/65.

FRANCE—Magnetic tapes pre-recorded; amplifiers; automatic magnetophones; high fidelity loud speakers. Mood Music (importer, dealer), 3 Rue Chambiges, Paris 8e. WTD 7/29/64.

366 Communication Equipment

● **CHILE**—One automatic telephone switchboard and associated equipment. Tender No. 5, bid deadline Feb. 10. State Purchasing Dept., Calle Amunategui 66, Santiago. Specifications available in Spanish.★ (Telephone: 202-WO 7-4823).

● **COLOMBIA**—Supply and installation of telephone exchange equipment in Bogota, Medellin, Barranquilla, Pereira, Bucaramanga. Tender No. 475, bid deadline Feb. 28. Empresa Nacional de Telecommunicaciones, Carrera 13-A, No. 22-54, Oficina 508, Bogota. Conditions and specifications available in Spanish. ★(Telephone: 202-WO 7-4823).

● **IRAQ**—Multichannel recorder for monitoring and recording air to ground and ground to air radio communications and landline telephone circuits. Tender No. 45/65, bid deadline Feb. 26. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4823).

● **TURKEY**—Shipboard transmitting and receiving units and associated equipment. Tender No. 965-3096, bid deadline Feb. 8. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-4823).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

367 Electronic components, accessories

FRANCE—Electronic parts. Etablissements Geka (manufacturer, dealer), 41 Avenue du Gal Leclerc, Le Plessis Robinson (92). WTD in preparation.

369 Electrical machinery, equipment, supplies

FRANCE—Electrocardiographs; electroencephalographs; monitor electrical instruments. Direct purchase and agency. Requests replies in French. Mecaserto S.A. (manufacturer, dealer), 126 Bld. d'Alsace Lorraine, Le Perreur-sur-Marne (94). WTD in preparation.

★★ SOMALI—Trade Mission

Battery charger. Haji Abdullahi Sheikh Ibrahim Abusita (importer, exporter), P.O. Box 346, Hargeisa. WTD 4/29/65. TM 6.

381 Engineering, laboratory, scientific, research instruments

● **COSTA RICA**—Bid deadline for photogrammetric instruments has been extended from Jan. 30 to Feb. 21 (INTERNATIONAL COMMERCE, Dec. 27, 1965, p. 35). Included are assorted items for cadastral and castographic survey such as photographic drying machines, electronic psychrometers, batteries, plan reproduction machine. Tender No. 10076. Terms and specifications in Spanish. Roberto Lizano, Proceedor Nacional, Ministerio de Economia y Hacienda, San Jose.★ (Telephone: 202-WO 7-2939).

FRANCE—Laboratory incubators. Direct purchase and agency. Requests replies in French. Mecaserto S.A. (manufacturer, dealer), 126 Bld. d'Alsace Lorraine, Le Perreux-sur-Marne (94). WTD in preparation.

Electric erasing machines and refills, for draftsmen, architects, engineers, plant designers. Engineering and surveying equipment and instruments of modern types, knives for graphic arts, other technical specialties for research and consulting engineers. Agency and direct purchase. Universal-Graphic (wholesale dealer), 47 Rue de la Concorde, 31 - Toulouse, Haute-Garonne. WTD 11/18/65.

● **IRAQ**—Meteorological instruments and equipment including, but not limited to these items: open scale barographs; anemometers; various types indicators; various types thermometers and barometers; theodolies; slide rules; pyrheliograph; measuring jars. Tender No. 52/65, bid deadline March 6. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

● **JAMAICA**—The United Nations invites bids for photogrammetric processing equipment to be delivered and installed on site in Kingston, Jamaica, including two topographic stereoplotting instruments having a mechanical projection principle, maximum picture size 23 cm x 23 cm, tracing stand for free hand movement, standard accessories; one universal first order stereo-autograph having a mechanical projection principle, maximum picture size 23 cm x 23 cm, observation system with inter-changeable eyepiece, automatically controlled gears, standard accessories. Tender No. 6-10080, bid deadline Feb. 18. Copies of tender documents are available from, and bids should be submitted to: Mr. M. Micillo, Rm. 2166B, United Nations, New York, N.Y. (Telephone: 212-Plaza 4-1234, extension 4043).

● **VIET-NAM**—Laboratory equipment and apparatus for cancer institute including, but not limited to: nucleograph or its equivalent; scintillation equipment; spectroscope; colorimeters. Tender No. 2078-05016, bid deadline Feb. 18. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

383 Optical instruments, lenses

FRANCE—Optical elements and assemblies: lenses, prisms, optical flats, lens mounts, optical reflectors and mirrors. Optical instruments such as telescopes for marine and aviation purposes. Direct purchase and agency. Requests replies in French. Etablissements Vion (manufacturer, dealer), 38 Rue de Turenne, 75 Paris 3e. WTD in preparation.

384 Surgical, medical, dental instruments

● **CEYLON**—Supply of 8 self-contained high pressure sterilizers for heavy duty use under humid tropical conditions, including provision for vacuum drying, supplied with electrode type steam generator and electric feed water pump. Bid deadline March 25. The Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo.★ (Telephone 202-WO 7-2939).

FRANCE—Oxygen appliances; resuscitators. Direct purchase and agency. Requests replies in French. Mecaserto S.A. (manufacturer, dealer), 126 Bld. d'Alsace Lorraine, Le Perreux-sur-Marne (94). WTD in preparation.

● **TURKEY**—Supply of 2 normal type horns, 2 normal type siren whistles, 2 water separators for 2x520 BHP car-ferry. Tender No. 965-3094, bid deadline Feb. 7. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul. (Materials Purchasing Dept.-Turkish Maritime Bank).★ (Telephone: 202-WO 7-2939).

● **VIET-NAM**—Medical instruments and supplies including, but not limited to: Rubber products, sterilizers, oxygen containers, hypodermic syringes, medical thermometers, cylin-

drical and rectangular bottles, stethoscopes. Tender No. 2077, bid deadline Feb. 18. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

● **IRAQ**—Photographic equipment including 16-mm. sound projector with optical and magnetic sound with accessories including tripod, recording microphone, portable screen, loudspeaker, rewinder, splicer, connection cable for transferring sound, and complete parts for above. Tender No. MISC/39-65, bid deadline Feb. 26. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

★★ **SOMALI—Trade Mission**

Equipment to operate outdoor cinema. Haji Mahamed Dualeh (importer), P.O. Box 95, Hargeisa. WTD 11/24/65. TM 10.

394 Toys, amusement, sporting goods

BELGIUM—Toys, mechanical, paper and plastic structural toy sets, stuffed toy animals. Direct purchase and/or agency. Etablissements Hector Lambrechts Fils (importer, wholesaler), 13 Rue Ferrer, Jemappes. WTD 12/16/65.

395 Pens, pencils, office, artists' materials

HONDURAS—Office supplies such as onionskin and bond paper, marking pens, Scotch tape, stamp pads, ball pens, pencils. Francisco J. Yones (wholesaler, retailer), P.O. Box 39, San Pedro Sula. WTD 12/30/65.

399 Manufacturing industries

ETHIOPIA—Shavers, razors, clippers for any type of cutting, neck brushes, thinning and barber shears, power manicure sets, dial temperature hair dryers, pedicure nippers and accessories, multispeed belt and roller massagers, double action vibrator massagers, steam cabinet with automatic timer plugs, exercise boards, accessories, 220 v. 50 cycles. Requests descriptive literature, price cif Ethiopian ports. Soagba Dinebuci, Spagna Domenico, P.O. Box 3445, Addis Ababa. WTD 12/12/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Chile extends registration deadline on port building

Registration of pre-qualifications for the San Vicente Port Project has been extended by the Ministry of Public Works, Santiago from Dec. 31, 1965 to Feb. 15. (INTERNATIONAL COMMERCE, Dec. 20, 1965, p. 36).

U.S. contractors who are interested in bidding should report their intention in a special register opened for this purpose at the Agency of the Corporation de Fomento de la Produccion (CONFO), 80 Pine St., New York, N.Y., where copies of specifications in English are available.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

UGANDA—Long grain rice. R. B. Sisodia Esq., Ramsway Agencies (importer, manufacturer's representative), P.O. Box 287, Jinja. WTD 2/26/65.

209 Food preparations

GERMANY—Soybeans and oil, linseed and oil, cotton linters, menhaden oil, all kinds of technical fats. Rietdorf & Maxein (sales agent), Ost-West-Strasse 49, Hamburg 11. WTD 1/13/66.

221 Broad woven fabric mills, cotton

NEW ZEALAND—Handkerchief materials in the piece. J. L. MacColl, Manager, Taylor & Renouf Ltd. (manufacturers' representative), 267 Wakefield St., Wellington. WTD 11/2/64.

239 Fabricated textile products

NEW ZEALAND—Household furnishing and curtaining material in the piece, particularly in cotton. N. W. Wright, Manager, Textile Dept., Neill, Cropper & Co. Ltd., Pukemiro Chambers, 53 Anzac Ave., Auckland, C.1. WTD 8/23/65.

249 Wood products

FRANCE—Cork insulation products. Requests replies in French. Ferrettite, Sarl (manufacturer, wholesaler, retailer, commission merchant), Pont de Breche, Villers-Saint-Paul (Oise). WTD 8/25/65.

253 Public building furniture

FRANCE—Chalkboards, blackboards (slated wood). Requests replies in French. Etablissements E. Ulmann & Cie (manufacturer, dealer), 3 Rue de l'Eperon & 22 Rue Suger, Paris 6e. WTD in preparation.

261 Pulp mills, products

AUSTRIA—Bleached and semi-bleached sulfate pulp, bleached mechanical wood pulp. Paul Stallmeister, Industrie-Vertretungen (manufacturers' representative), Grabenstrasse, Salzburg-Maxglan. WTD 12/30/65.

VENEZUELA—Wood pulp, all specifications. C. J. Diaz Frontado (sales agent), Aptdo. 1962, Caracas. Edificio Easo, Piso 4, Oficina "A", Avenida Francisco de Miranda, Chacaito, Caracas. WTD 1/4/66.

262 Paper mills, products

FRANCE—Electrical insulation paper. Requests replies in French. Ferrettite, Sarl (manufacturer, wholesaler, retailer, commission merchant), Pont de Breche, Villers-Saint-Paul (Oise). WTD 8/25/65.

263 Paperboard mills, products

FRANCE—Writing slates in cardboard. Requests replies in French. Etablissements E. Ulmann & Cie (manufacturer, dealer), 3 Rue de l'Eperon & 22 Rue Suger, Paris 6e. WTD in preparation.

283 Drugs

HONDURAS—Pharmaceutical products of all kinds. Agencias Everest (wholesaler), Attn. Elias Guerrero O. P.O. Box 318, Tegucigalpa. WTD 10/7/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

FRANCE—Cleansing products, all kinds. Requests replies in French. Produits Jex S.A. (manufacturer, dealer), 23 Bld. Poissonniere, Paris 2e. WTD in preparation.

316 Luggage

FRANCE—Leather school bags. Requests replies in French. Etablissements E. Ulmann & Cie (manufacturer, dealer), 3 Rue de l'Eperon & 22 Rue Suger, Paris 6e. WTD in preparation.

322 Glass, glassware

FRANCE—Glass containers for packing, bottling, home canning. Art, decorative and novelty glassware. Jean-Claude Dussart (importer, dealer, agent, commission merchant), 46 Rue de Paradis, Paris 10e. WTD in preparation.

Glass insulators. Requests replies in French. Ferrettite, Sarl (manufacturer, wholesaler, retailer, commission merchant), Pont de Breche, Villers-Saint-Paul, (Oise). WTD 8/25/65.

323 Glass products

FRANCE—Decorated glassware. Jean-Claude Dussart (importer, dealer, agent, commission merchant), 46 Rue de Paradis, Paris 10e. WTD in preparation.

328 Cut stone products

FRANCE—Slate blackboards. Requests replies in French. Etablissements E. Ulmann & Cie (manufacturer, dealer), 3 Rue de l'Eperon & 22 Rue Suger, Paris 6e. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Vermiculite and mineral wool insulation. Requests replies in French. Ferrettite, Sarl (manufacturer, wholesaler, retailer, commission merchant), Pont de Breche, Villers-Saint-Paul (Oise). WTD 8/25/65.

331 Steel mill products

PAKISTAN—Galvanized iron sheets; plain, gauges 16-30; corrugated, gauges 24, 26, 28. Requests quotations c&f Karachi. Mechanica Ltd. (importer, manufacturer's representative), 408 Qamar House, Bunder Rd., Karachi 2. WTD 1/26/65.

335 Rolling, drawing, extruding nonferrous metals

PAKISTAN—Cables, electric power (importer and manufacturer's agent), requests quotations c&f Karachi. Equipments International, 50

Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

342 Cutlery, hand tools, general hardware

FRANCE—Soldering irons; mechanical hand clamping pliers. R. Duvauchel (importer, dealer), 49 Rue du Rocher, Paris 8e. WTD in preparation.

Marine hardware, pumps, electric winches, steering controls and cables, related marine accessories. Nautical equipment and supplies of all types. Agency and distributorship. Requests replies in French. Etablissements Mothes-Masse ("Le Compas") (dealer, sales agent), 76 Quai des Chartrons, 33 Bordeaux, Gironde. WTD 1/12/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Heating and air-conditioning combination units; heating apparatus other than electric: steam, hot air, hot water. Requests replies in French. Etablissements Joncoux (manufacturer, wholesaler), 58 Rue de Redon, 35 Rennes. WTD 11/18/65.

349 Fabricated metal products

PHILIPPINES—Brass gate valves. James Ang An King, General Manager, Eurasian-American Commercial (indenter), 601 Manhattan Bldg., Nueva St., Box 1118, Manila. WTD 3/17/65.

351 Engines, turbines

NEW ZEALAND—Outdrive marine units (commercial—heavy duty) 60 to 80 hp. for ocean barges having an outdrive shaft 5' long with a 180° pivot, diesel or non-diesel. Mr. Burns, Director, John Burns & Co. Ltd. (importer, distributor), 13 Gore St., Auckland, C.1. WTD 7/29/65.

352 Farm machinery

PAKISTAN—Spraying machines, agricultural and pest control equipment. Importer and manufacturer's agent; requests quotations c&f Karachi. Sungreen & Co. Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Hoists, electric; 240 / 440 v., 50 cycles. Importer and manufacturer's agent; requests quotations c&f Karachi. Intertrade Distributors, 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Earth moving machinery and equipment. Importer and manufacturer's agent requests catalogs, quotations c&f Karachi. Sungreen & Co. Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

354 Metalworking machinery

FRANCE—Metalworking machinery; machine tools, metal-cutting and metal-forming types; light and medium-duty equipment, including power-driven hand-tools, for use in repair shipyards. Agency and distributorship. Requests replies in French. Etablissements Mothes-Masse ("Le Compas") (dealer, sales agent), 76 Quai des Chartrons, 33 Bordeaux, Gironde. WTD 1/12/66.

NETHERLANDS—Machinery, tools for manufacture of electric motors such as winding machines, commutator-slotting machines; semi-finished products for electric motors such as commutators, centrifugal switches, motor overload switches. Exclusive agency. N.V. Technische Handelsonderneming M. Seher & Co. (importer, wholesaler, manufacturer, agent), 23-25 Groenendaal, Rotterdam-1. WTD 6/14/65.

VENEZUELA—Machine tools for industrial and engine rebuilding shops. Venezuelan Caribean, S.A. (sales agent), Aptdo. 10027 Sabana Grande, Caracas. Edificio El Quetzal, Apto. 25, Avenida Bolivia, Los Caobos, Caracas. WTD 1/3/66.

355 Special industry machinery

FRANCE—Food products machinery for preparation of juices, powders, jams. Requests replies in French. Les Appareils Ramm (manufacturer, dealer), 39 Rue de Liege, Paris 8e. WTD 7/7/65.

PAKISTAN—Textile machinery and equipment; attachments and accessories for same. Importer and manufacturer's agent requests quotations c&f Karachi. Sungreen & Co. Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

VENEZUELA—Paper industries machinery; printing machinery for the industry. C. J. Diaz Frontado (sales agent), Aptdo. 1962, Caracas. Edificio Easo, 4° piso, Oficina "A", Avenida Francisco de Miranda, Chacaito, Caracas. WTD 1/4/66.

356 General industrial machinery

NEW ZEALAND—Variable speed drives for industry. M. L. Wallace, Manager, Electropar Ltd., 55 MacKelvie St., Auckland, W.2. WTD 4/6/65.

358 Service industry machines

AUSTRALIA—Chlorination equipment and instrumentation for municipal water systems; sewage treatment equipment. K. A. Beesley (importer, exporter, wholesaler, maunfacturer, agent), 1 Rawhiti St., Roseville, Sydney. WTD 12/23/65.

PAKISTAN—Air-conditioners, packaged room; air-conditioners, packaged, non-room, self-contained. Requests quotations c&f Karachi. Emzed Engineering Corp. (importer, manufacturers' agent), 20 Corner Chambers, 181 McLeod Rd., P.O. Box 3407, Karachi. WTD in preparation.

361 Electric transmission, distribution equipment

FRANCE—Electric control and metering panels; distribution switchboards; switchboard apparatus; electric power switches (push buttons and tumble switches); electric panel boards, distribution boards. Requests replies in French. Ferrettite, Sarl (manufacturer, wholesaler, retailer, commission merchant), Pont de Breche, Villers-Saint-Paul (Oise). WTD 8/25/65.

PAKISTAN—Power transformers; switchgear for 35 kw and above. Requests quotations c&f Karachi. Emzed Engineering Corp. (importer, manufacturers' agent), 20 Corner Chambers, 181 McLeod Rd., P.O. Box 3407, Karachi. WTD in preparation.

362 Electrical industrial apparatus

FRANCE—Welding pistols. R. Duvauchel (importer, dealer), 49 Rue du Rocher, Paris 8e. WTD in preparation.

Wire-wound resistors; metal resistors; carbon resistors. Etablissements Geka (manufacturer, dealer), 41 Avenue du Gal Leclerc, Le Plessis Robinson (92). WTD in preparation.

NEW ZEALAND—Power distribution and generating (authority) equipment. M. L. Wallace, Manager, Electropar Ltd. (importer, agent), 55 MacKelvie St., Auckland, W.2. WTD 4/6/65.

PAKISTAN—Generators, alternating current; 2,000 kw. and over. Importer and manufacturer's agent requests quotations c&f Karachi. East Asiatic Co. Ltd., Adamjee Chambers, McLeod Rd., Karachi. WTD 11/24/65.

Generator sets, diesel-engine driven. Requests catalogs, quotations c&f Karachi. Emzed Engineering Corp. (importer, manufacturer's agent), 20 Corner Chambers, 181 McLeod Rd., P.O. Box 3407, Karachi. WTD in preparation.

363 Household appliances

FRANCE—Heating appliances; heating units for electric appliances; household stoves. Requests replies in French. Etablissements Joncoux (manufacturer, wholesaler), 58 Rue de Redon, Rennes (35). WTD 11/18/65.

364 Electric lighting & wiring equipment

FRANCE—Switch cut-outs; electric switch boxes; canopy switches. Requests replies in French. Ferrettite, Sarl (manufacturer, wholesaler, retailer, commission merchant), Pont de Breche, Villers-Saint-Paul (Oise). WTD 8/25/65.

369 Electrical machinery

NEW ZEALAND—High speed electric reclosers, complete units. Mr. M. L. Wallace, Manager, Electropar Ltd., 55 MacKelvie St., Auckland, W.2. WTD 4/6/65.

371 Motor vehicles, motor vehicle equipment

★★ SOMALI—Trade Mission

5-ton diesel trucks. Haji Mahamed Dualeh (importer), P.O. Box 95, Hargeisa. WTD 11/24/65. TM 9.

VENEZUELA—Motor vehicle parts and accessories. Venezuelan Caribbean, S.A., (sales agent), Aptdo. 10027 Sabana Grande, Caracas. Edificio El Quetzal, Apto. 25, Avenida Bolivia, Los Caobos, Caracas. WTD 1/3/66.

384 Surgical, medical, dental supplies

HONDURAS—Adhesive tape, band aids. Agencias Everest (wholesaler), Attn: Elias Guerrero O., P.O. Box 318, Tegucigalpa. WTD 10/7/65.

394 Toys, amusement, sporting goods

FRANCE—De luxe toys: boys' miniature cars such as "swordfish", "racer"; small locomotives, metal trucks, toy guns, pistols, air rifles; educative games, scientific games. Requests replies in French. Solijouets, S.A. (importer, wholesaler, retailer), 59 Rue du Marechal Foch, Versailles 78. WTD in preparation.

395 Pens, pencils, office, artists' materials

FRANCE—Office supplies such as pencils, pens, erasers, pencil sharpeners. Ets. E. Fischer

(agent), 20 Rue Robert Fleury, Paris 15. WTD in preparation.

School supplies: drawing articles, such as tables and boards; lead pencils, pens, pen points, ball point pens; chalks. Requests replies in French. Etablissements E. Ulmann & Cie (manufacturer, dealer), 3 Rue de l'Eperon & 22 Rue Suger, Paris 6e. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage industries

SPAIN—Spanish sherry, brandy, liquor. Commission agency. Rafael O'Neale (producer, wholesaler, exporter), Plaza del Cid 4, Jerez de la Frontera, Cadiz. WTD 1/5/66.

274 Publishing

FRANCE—Photographic postcards, de luxe, in colors. Glossy photos of wide variety of regional gastronomic specialties and dishes—such as "Entrecote a la Bordelaise," "Les Confits," and others—with appropriate culinary recipes printed in French and in English on reverse side of each card. Wholesale exportation direct or through well established sales agent in United States. Sample postcards available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Etablissements L. Chatagneau, Publishers, 92 Cours Victor-Hugo, 33-Bordeaux, Gironde. WTD 1/14/66.

289 Chemical products

★★ SOMALI—Trade Mission

Incense and gum arabic, Abdulrahman Mohamed Hassan & Co. (exporter), P.O. Box 74, Hargeisa. WTD 11/6/65. TM 2.

Incense and gum arabic, Haji Abdullahi Sheikh Ibrahim Abusita (importer, exporter), P.O. Box 346, Hargeisa. WTD 4/29/65. TM 4.

382 Instruments for measuring, controlling, indicating physical characteristics

FINLAND—These newly developed instruments: "Satmagen", a magnetic balance; "Susceptimeter", electromagnet magnetite measuring instrument; "Permagan", powdered particle size measuring instrument, offered on agency basis. Full details including descriptive literature available upon request. Outokumpu Oy (manufacturers mining activities), Toolonkatu 4, Helsinki 10. WTD 1/3/66.

384 Surgical, medical, dental instruments

BRAZIL—Dental compressors, ½ hp. motor, 3.3 c.f.m., quiet operation; dental 3-way syringes with air-water spray adaptable to any dental unit and pressurized water tank for distilled water or antiseptic solutions; cartridge syringes for dental use; triple-change stethoscopes, Fleisher type, in washable cases; 23 cc veterinary syringes, metal and glass. Direct sale or through well-established agents. Herman Josias S.A. Industria e Comercio (manufacturer), Rua dos Mercadores 8, Caixa Postal 3493, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 12/15/65.

505 Farm products—raw materials

★★ SOMALI—Trade Mission

Goat and sheep skins, camel and cattle hides. Abdulrahman Mohamed Hassan & Co., (exporter), P.O. Box 74, Hargeisa. WTD 11/6/65. TM 1.

Netherlands firm offers its warehouse and distribution facilities to U.S. exporters

A Rotterdam warehouse and storage firm with facilities for distributing a wide variety of products throughout continental Europe is offering its services to U.S. exporters.

It is prepared to receive and store merchandise, repack as required, and handle all details involved in reshipping to ultimate destinations.

Available services include the preparation of transport documents, issuance of invoices, collection of amounts due, issuance of negotiable warrants, control of inventories, preparation of stock reports.

Write: N. V. Maasveem, Mr. J. J. van Oostendorp, Manager, 108 Pieter de Hoochweg, Rotterdam 6, The Netherlands.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Rabbi Meyer Schapiro, representing Emeta S.A.I.C., Franklin D. Roosevelt 5621, Buenos Aires, **interested in contacting U.S. firms for financing in order to resume operations of metal working plant and mechanical workshop which manufactures electrical household appliances, automobile panel instruments, gas meters, gas heaters, air conditioners, switch and fuse equipment for electrical installations.** First week in Jan. via Miami for 7 weeks. c/o U. S. Department of Commerce New York Field Office. Itinerary: Miami, New York, Washington, D. C. WTD 12/23/65.

CHILE—Carlos Guiloff, representing Guiloff Luder & Cia. Ltda., Avda. Bernardo O'Higgins 3031, Santiago, **interested in contacting exporters of Ford and Chevrolet spare parts and accessories.** Jan. 30 via New York for 10 days. c/o Sheraton-Atlantic Hotel, Broadway at 34th St., New York, N.Y. Itinerary: New York. WTD under revision..

ENGLAND—M. S. Bernstein and D. Foster, Directors, Embee (Builders' Merchants) Ltd., 41/45 Mount Pleasant Rd., Wallasey, Cheshire, **interested in importing domestic heating pumps (not glandless); spring pattern safety valves; expansion tanks; expansion joints, sleeve and bellows; time switches and room thermostats, 250 v, 50 cps; oil and gas fired water heaters, thermostatic mixing valves and plumbing fittings, aluminum shower screens.** Feb. 8 via New York for 4 weeks. Itinerary: Feb. 8-18 c/o Statler-Hilton Hotel, New York; Feb. 21-22, c/o Hilton Hotel, Chicago; Feb. 24-25, c/o Statler-Hilton Hotel, St. Louis. WTD 10/7/64.

K. E. Tomline, Stenor Ltd., Kew Foot Rd., Richmond, Surrey, **attending I.A.S.A. Exhibition in New York Feb. 9-11, and interested in locating additional U.S. firms to represent for garage equipment, motor vehicle accessories, consumer products.** Feb. 7 via New York for 3 weeks. Itinerary: Feb. 8-14 c/o Hilton Hotel, New York; Feb. 27-Mar. 1 c/o Hilton Inn, New Orleans; Mar. 2-4 c/o Laketower Inn, Chicago; Mar. 10-13 c/o Hilton Hotel, San Francisco. WTD in preparation.

FRANCE—Jean Rudloff, Chief, Research Division, Lait Mont Blanc, Rumilly (Haute Savoie), **interested in licensing negotiations with U.S. companies and requesting technical information on products to be manufactured by his company in addition to dairy products.** Jan. 24 via New York for 1 month. c/o Waldorf Astoria, Park Ave. at 50th St., New York, N. Y. and Hilton Hotels in other cities. Itinerary: Boston, Detroit, Chicago, Denver, New Orleans, Cincinnati, New York. WTD in preparation.

NORWAY—Knut Andre, President, Hobbyhuset Gnisten, 24 Brogaten, Oslo, **interested in importing model racing cars and commercial tracks.** Jan. 20 via New York for 3 weeks. c/o Sherman House, Randolph, Clark & La Salle St., Chicago, Ill. Itinerary: New York, Chicago, Los Angeles, Miami, San Francisco. WTD 4/20/65.

SCOTLAND—W. A. Beattie, Director, Beatalls (Building Materials) Ltd., 3 Park Gardens, Glasgow, C 3, **interested in consolidating existing representation arrangements with U.S. firms and seeking new U.S. agencies for importation and distribution rights in the U.K. for hardwood flooring and wall panelling.** Feb. 1 via New York for 3 weeks. c/o American Express, 65 Broadway, New York, N.Y. Itinerary: New York, Memphis, Philadelphia, others to be arranged if necessary. WTD in preparation.

SPAIN—Migual Ortega R., Coverma, S.A., General Oraa 23, Madrid 6, **interested in export and agency for earth moving equipment, aeronautical equipment and supplies, electricity generating equipment.** Feb. 1 via New York for 30 days. c/o Spanish Commercial Office, 517 Madison Ave., New York, N. Y. and Spanish Commercial Office, 55 E. Washington, Chicago, Ill. Itinerary: New York, Cleveland, Akron, Detroit, Chicago; Owatonna, Minn.; Waco, New York. WTD 6/10/65.

Future Construction

CHILE—The National Development Corp. (CORFO) is studying the construction of a copper smelter in the Antofagasta area to serve the output of the medium-sized and smaller mines of the Province. Governmental technical agencies such as the Instituto de Investigaciones Geologicos are cooperating in the study by preparing an inventory of producers and potential producers that could supply feed for installation.

The preliminary report, scheduled to be completed within six months, is expected to call for participation in the project by private capital.

GERMANY—The German press has reported that an **atomic power plant** of 600 megawatt capacity (or more) is to be built by the Rheinisch - Wesfaelishche Electrizitaetswerk A.G. (RWE) between Basel (Switzerland) and Konstanz. Three additional sections of the same size may also be built to bring the total capacity to 2,400 megawatts. The project, estimated to cost $425-450 million, allegedly will be the largest atomic electric power plant in Europe. According to reports, the current tight state of the capital market may delay a firm decision until mid-1966.

JORDAN—Jordan's plans to build a hydroelectric plant this year near Shuneh represent export and construction trade opportunities valued at approximately $3.7 million. Advance information on the draft tender documents and prospective bid invitations is provided herewith.

This tender (No. 8) is for the manufacture, delivery, erection, installation and commissioning of mechanical, electrical and related equipment, generators, power transformers and switchyard for a hydroelectric plant to be established near Shuneh, in the Jordan Valley. The plant will utilize water diverted through a tunnel from the Mukheibeh Dam on the Yarmouk River to power two 14,000 KW generators.

The Arab Contracting Co. of Egypt (Aswan Dam contractor) was awarded the dam and tunnel contract valued at approximately $32 million. Contract completion dates for the tunnel and the dam, respectively, are December 1967 and November 1968. Townsite buildings at Shuneh and Mukheibeh, begun in August 1965, are nearly half-complete, while work on the dam itself, is in a very preliminary stage.

SOUTH AFRICA—The Industrial Development Corporation plans to underwrite the construction of an **aluminum smelter** with a capacity of 42,000 short tons a year.

Planning for the smelter is said to be in its early stages and the site is still to be decided upon. Over-all supervision of the project may be placed under a management contractor. Some of the smelter equipment will be imported and some will be manufactured locally. The extent of components to be imported has not yet been determined. It is likely the project will eventually be subdivided into a series of contracts.

The first call for tenders for the project will probably not be issued before April, 1966. American firms interested in the entire project or in supplying equipment may write to: South African Aluminum Development Co., P.O. Box 6905, Johannesburg, South Africa.

SUDAN—The World Bank has made a loan equivalent to $31 million to the Republic of the Sudan to assist in financing **improvement and expansion of the facilities of the Sudan Railways.** The Railways, which operate the country's rail, river and port services, are carrying out a program to increase the capacity and improve the efficiency of these services in order to keep pace with the requirements of Sudan's growing economy.

The program of the Railways is an integral part of the Government's Ten-Year Plan for Economic and Social Development and accounts for about two-thirds of planned investment for transport. During the three years ending June 30, 1968, the Railways plan to invest the equivalent of $47 million in their program. The Bank loan of $31 million will cover most of the foreign exchange expenditures during this period.

The works to be executed and the goods to be procured by the Sudan Railways with the assistance of the Bank loan include procurement of 14 main line and 23 shunting diesel locomotives and three diesel rail car sets; procurement of 460 freight cars and components for 41 passenger and 40 service cars; improvement of present rolling stock by installation of automatic couplers and roller bearings; relaying about 313 miles of the Khartoum-Atbara-Port Sudan line with 90-pound rail; acquisition of a dredger and some equipment and materials for the improvement of river transport services; and procurement of tugs, barges, cranes and other cargo-handling equipment for Port Sudan.

The new locomotives will permit the further dieselization of the main lines and the diesel shunters will replace obsolete steam shunters. The new rolling stock consists mainly of replacements, but will also afford greater capacity and higher technical standards. The rails to be replaced on the line between Kartoum and Port Sudan are old and worn out and rail breakings occur frequently. The heavier rail will increase the speed of trains, improve utilization of locomotives and rolling stock, and increase operating efficiency in general. The new equipment at Port Sudan will improve port operations and take care of peak shipping traffic.

SYRIA—The Syrian Railroad Institution in Aleppo plans include building a number of **new railroads** lining the major cities of the country, overhauling the country's existing railroads, and replacing much of the equipment now in service.

This modernization and expansion program, which is expected to cost about £S 600 million (£S 3.80 = US$1) during the next five years, will require Syria to purchase from aboard a wide variety of products ranging from machines with which to build new lines to locomotives to operate them.

A copy of the modernization and expansion plan outlining projects and procurement to be undertaken is available on loan to U.S. firm from the Department of Commerce, BDSA-6192, Trade Opportunities Staff, Washington, D.C. 20230.

Significant Awards

BRAZIL—Contract between the Municipality of Belo Horizonte and Companhia Telefonica de Minas Gerais was signed for the installation of 30,000 additional telephones in Belo Horizonte within the next 44 months. The first 5,000 telephones are to be installed within the next 14 months. Arrangements have already been made by Companhia Telefonica with Ericsson do Brasil in Sao Paulo to ship certain necessary equipment to Belo Horizonte so the work may start immediately.

DENMARK—(1 Krone = $0.145). The Ministry of Public Works awarded contract for steel construction of new Lillebelt bridge to lowest of eight bidders, the Danish contractor Monberg and Thorsen. Of Monberg's contract for 96.8 million kroner, approximately 20% represents a sub-contract to British Ropes, since Denmark has no facilities for manufacturing steel ropes.

INDIA—The Maharashtra State Electricity Board (MSEB), Mercantile Bank Bldg., Mahatma Gandhi Rd., Bombay 1, an autonomous Maharashtra State Government-controlled public utility, has concluded contract agreements with an Italian firm and two French firms for the supply of power generation equipment respectively for two thermal power generating stations being constructed by the MSEB.

Gie-Gruppo Industrie Electro Meccaniche Per Impainti All' Esters (G.I.E.) of Milan, Italy, was awarded a contract for supply of boilers and switchgear for MSEB's 60 MW thermal power station to be located at Parli (about 450 miles from Bombay). Value of the contract for the equipment being ordered from G.I.E. is approximately Rs. 24 million ($5,040,000). Supplies will be financed through credit facilities made available by Italian government for the project extending over 12 years.

Another agreement was signed between the MSEB and two French companies, Societe Franciose des Construction Babcock and Wilcox, 48 Rue la Boetie, Paris 8 and Compaignie Electro-Mecanique, 37 Rue du Rocher, Paris 8, for supply of the main power station equipment for the new 280 MW thermal station to be located at Nasik (about 120 miles from Bombay). Joint value of the contract is approximately Rs. 100 million ($21 million). Project is being financed through credit facilities made available by the French government extending over 13 years.

IRAQ—Contract for the supply of 120 deep well turbine pumps to the Directorate General of Rural Affairs was awarded to the Levant Import & Commercial Co. W.L.L. (LICCO), Baghdad, representing the Irrigation & Industrial Development Corp., 260 Madison Ave., New York, N.Y.

LIBYA—The Ministry of Planning and Development awarded several contracts for consulting engineering for inventory, analysis, and drawing for school-mosque-hospital-street-sewer-utility-community development in five regions of Libya.

Whiting Associates, Washington, D.C. (Rome, Italy Office), McCaughy, Marshall, MacMillan and Lucas of Newport, Virginia (Rome, Italy Office) and Harland Bartholomew Assoc. of Washington, D.C. and St. Louis, were the U.S. consulting engineering firms selected for the Benghazi; The Homs, Zlitan, Misurata; and the greater Tripoli area and the Fezzan regions, respectively.

A Greek firm, Doxiadis, was awarded the contract for the Tobruk-Baida area, and a Danish firm, Arcù-Plan the contract for the Sarbrata-Ghadames-Zelten area. Work is to be completed by March 1, 1967.

MALAYSIA—The Ministry of Works and Communications of Sarawak has accepted the bid of San Development Co. Ltd. to construct a general hospital in Kuching. Construction is expected to take 33 months.

New Books and Reports

Mode of transport for exports shown in new Census series

Monthly and annual data will reveal relative volume carried by air, ship

Comparative statistics on the movement by vessel and air of commodities in the foreign commerce of the U.S. will be issued in a new monthly and annual series published by the U.S. Department of Commerce's Bureau of the Census.

Entitled *FT 350, U.S. General Imports of Merchandise—Commodity, Country, and Method of Transportation* (monthly and annual) and *FT 750, U.S. Exports of Merchandise—Commodity, Country, and Method of Transportation* (monthly and annual), the series will start with January 1966 data.

The reports will contain: separate data for exports and imports of commodities by country and for countries by commodity; comparative figures on the dollar value of commodity movements for all methods of transportation combined; and the dollar value and shipping weight of commodity movements by vessel and by air.

The new publications grew out of government-business discussions aimed at developing more detailed, useful information about foreign trade. Census officials feel that data presented in the new reports will more fully satisfy industry needs for market research analysis as well as supply information as to the relative volume of trade handled by the air and waterborne modes of transportation.

The new series will replace *FT 785, U.S. Exports and Imports by Air,* which will be discontinued. It will also provide, for the first time in a published Census Bureau report, statistics on movements of commodities by vessel. In order to obtain such data, users previously had to arrange for clerical compilations from multi-paged machine tabulations available from the Bureau.

The commodity detail in the new reports will include the approximately 600 commodities in Schedule B (Exports) and Schedule A (Imports) subgroup classifications. These subgroups are generally comparable to the 4-digit level of the Standard International Trade Classification (SITC). In addition, country of destination for exports and country of origin for imports will be noted.

Detailed waterborne tabulations arranged by vessel type of service, U.S. port, foreign port, commodity and country; and detailed figures for air cargo by U.S. Customs district, Schedule B/TSUSA, and country, will still be available for reference in the Bureau of the Census Offices in Washington, in Room 434 of the New York Customhouse, and at Commerce Field Offices in 41 other principal U.S. cities.

Subscription prices for the new publications will be announced. **Write** or call Foreign Trade Division, Bureau of the Census, U.S. Department of Commerce, Suitland, Maryland (301-440-1411).

Comes the dawn . . .

The sharp cut in the annual subscription rate for the Overseas Business Report Series goes into effect tomorrow, Feb. 1. From that day forward, the entire annual output (about 100) of these valuable export aids will cost only $13. The former price was $18. For another $5 fee, each copy can be mailed overseas. Foreign mailing used to cost $12.

The cost of individual copies remains at 15 cents.

No matter how strong the temptation may be, please remember not to put your check in the mail until after midnight.

Address it to: Supt. of Documents, U.S. GPO, Washington, D.C. 20402.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. Effective Feb. 1: $13 per year ($5 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

U.S. Foreign Trade: January-Sept. 1965. OBR 65-85. 23pp. Fifteen tables summarize the U.S. trade performance for the first three quarters of 1965.

Market Indicators for Europe. OBR 65-86. 32pp. Thirty-one tables present recent trends in the leading market indicators throughout Western Europe.

***Digest of Commercial Laws of the World (3 vol).* Prepared by the Service Corp. of the National Assn. of Credit Management. Published by Oceana Publications, Dobbs Ferry, N.Y. $75.**

This 3-volume set presents the commercial laws of 58 countries in condensed form. A lawyer in each country prepared the individual reports, which were then translated and edited by NACM's International Dept. for legal accuracy. The digest is not intended as a substitute for professional legal advice, but it can help international businessmen make correct day-to-day operating decisions. It can also help in deciding which transactions call for prompt professional counsel.

Volume I, covering the commercial laws of 18 nations, is already available, while volumes II and III are scheduled for publication during the first half of 1966.

For each country, the digest reviews the laws concerning: traders and nontraders; contracts generally; elements of contract; agency and representation; depositions; court jurisdiction; recognition of foreign judgments; executions; arbitration; bankruptcy and composition; attachments; garnishment; liens; assignment statutes of limitations; pledges and chattel mortgages; bills of exchange, promissory notes and checks; and partnerships and corporations.

Write: The Service Corporation of NACM, 44 East 23rd Street, New York, N.Y. 10010.

***Practical Handbook of Traffic Management.* By Richard C. Colton & Edmund S. Ward. Published by the Traffic Service Corp., Washington. 583pp. $10.50.**

Designed as a practical, day-by-day guide to the overall field of industrial traffic management, this book contains a 98-page section on export and import shipments.

The book outlines financial procedures, export packaging requirements, the ocean bill of lading, the through export bill of lading, inland and air and ocean rates and routing, the structure of the American Merchant Marine, steamship conferences and ocean freight rates, foreign freight forwarders, freight brokers, chartering, customs brokers, export and import custom procedures, marine cargo insurance and claims.

Write: The Traffic Service Corp., Washington Bldg., Washington, D.C. 20005.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201930/20

Calendar *for international traders*

ATLANTA—Feb. 10—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

ATLANTA—Feb. 24—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

AURORA, ILL.—Feb. 9—In-Office Meeting for New Exporters, Chamber of Commerce.

BELLEVILLE, ILL.—Mar. 8—"Show You" Export Workshop, Chamber of Commerce. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club; Chamber of Commerce.

BOSTON—Feb. 14—Course in International Marketing, first of five weekly sessions, 3:30 p.m., International House. Sponsor: World Trade Center in New England, Inc.

CAMBRIDGE, MASS.—Feb. 10—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel.

CEDAR FALLS, IOWA—Feb. 2—Chamber of Commerce, Foreign Trade Bureau, monthly meeting, 10 a.m., Chamber of Commerce.

CEDAR RAPIDS, IOWA—Feb. 15—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Feb. 8—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Feb. 10—International Trade Club, luncheon, 12:15 p.m., Sherman House.

CHICAGO—Feb. 10—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Feb. 16—Chicago-Midwest Credit Assn., La Salle Hotel.

CHICAGO—Feb. 24—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Feb. 28-Mar. 1—Chicago World Trade Conference, LaSalle Hotel.

CHICAGO—Mar. 8—Fifth Annual Seminar on Principles and Techniques in Exporting, first of seven weekly sessions, 6-8:15 p.m., Midland Hotel. Sponsor: International Trade Club.

CHICAGO—Mar. 8—Automotive Exporters' Club, Builders Bldg.

CINCINNATI—Feb. 25—Export Workshop, 10-11 a.m., Field Office. Sponsor: REEC.

CLAYTON, MO.—Feb. 15—"Show You" Export Workshop, Insurance Co. of North America. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

HARTFORD, CONN.—Feb. 1—Export Workshop, 9:30 a.m., Stonyhill Motel, Danbury. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

KANSAS CITY, KAN.—Feb. 15—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Feb. 24—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO—Feb. 8—Meeting for New Exporters, 6 p.m., Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Feb. 8—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Feb. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Mar. 8—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Mar. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

LAKE CHARLES, LA.—Feb. 10—Export Conference. Speaker: Marvin W. Melton, Member of U.S. Trade Mission to Ethiopia, Sudan, Somalia. Sponsors: REEC; Lake Charles Assn. of Commerce; Field Office, Department of Commerce.

LOS ANGELES—Feb. 25—In-Office Export Expansion Seminar, 9:30 a.m., Field Office Sponsor: Field Office, Department of Commerce.

MILWAUKEE—Feb. 15—World Trade Club, Wisconsin Club.

MILWAUKEE—Mar. 3—World Trade Club, monthly meeting, Holiday Inn—Central.

MINNEAPOLIS—Jan. 31—Norwegian-American Trade Luncheon, 12 noon, Radisson Hotel. Sponsors: Chamber of Commerce; Norwegian Consulate; Minnesota World Trade Assn.; Field Office, Department of Commerce; REEC.

MINNEAPOLIS—Feb. 10—Upper Midwest REEC Meeting, 12:15 p.m., Tempo Restaurant.

NEW YORK—Feb. 1—FCIB Round Table Conference on Foreign Finance, Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 8—Overseas Automotive Club, International Meeting, 3-5 p.m., Hilton Hotel.

NEW YORK—Mar. 2—Export Training Course, 1st of seven weekly sessions, Long Island University, Brooklyn. Sponsors: College of Business Administration, Long Island University; Field Office, Department of Commerce; REEC.

PHILADELPHIA—Feb. 1—Credit Management Assn. of Delaware Valley, dinner meeting, 5:30 p.m., Vesper Club

PHILADELPHIA—Feb. 9—In-Office Conference on "Advertising in Export," Field Office.

PITTSBURGH—Feb. 1-3—First International Conference on Urban Transportation, Pittsburgh Hilton Hotel. Sponsor: Urban Transportation Council of Chamber of Commerce.

PITTSBURGH—Feb. 2—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia, Singapore and Hong Kong, Field Office.

PITTSBURGH—Feb. 3—Businessmen's Consultations with Calvin C. Berlin, Asst. Commercial Attache, Buenos Aires, Field Office.

PITTSBURGH—Feb. 15—In-Office Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

PROVIDENCE, R.I.—Feb. 15—World Trade Club, dinner meeting, Johnson's Hummocks Restaurant.

ROCHESTER, MINN.—Feb. 2—In-Office Export Seminar, Chamber of Commerce. Sponsors: Field Office, Department of Commerce; Rochester Public Schools; Chamber of Commerce.

ROCKFORD, ILL.—Feb. 15—In-Office Meeting, 8 p.m., Central Illinois Gas & Electric Bldg.

SCRANTON, PA.—Feb. 2—International Traders Club, monthly meeting, 12:15 p.m., Chamber of Commerce.

ST. LOUIS—Feb. 8—"Show You" Export Workshop, Mercantile Trust Co. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

TACOMA, WASH.—Feb. 3—Export Seminar, 10 a.m.-12 noon, Propeller Club, Port Industrial Cafe.

TACOMA, WASH.—Feb. 10—Export Seminar, 10 a.m.-12 noon, Propeller Club, Port Industrial Cafe.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

STAGE AND FEES PAID
ERNMENT PRINTING OFFICE

irst-Class Mail

Lafayette nous voici!

Toutes les rues de Paris lead to the Galeries Lafayette, France's largest department store, during *"America Week"* as half a million dollars in U.S. consumer products go on sale March 15.

Name of the store's monthly magazine—"Lafayette We Are Here"